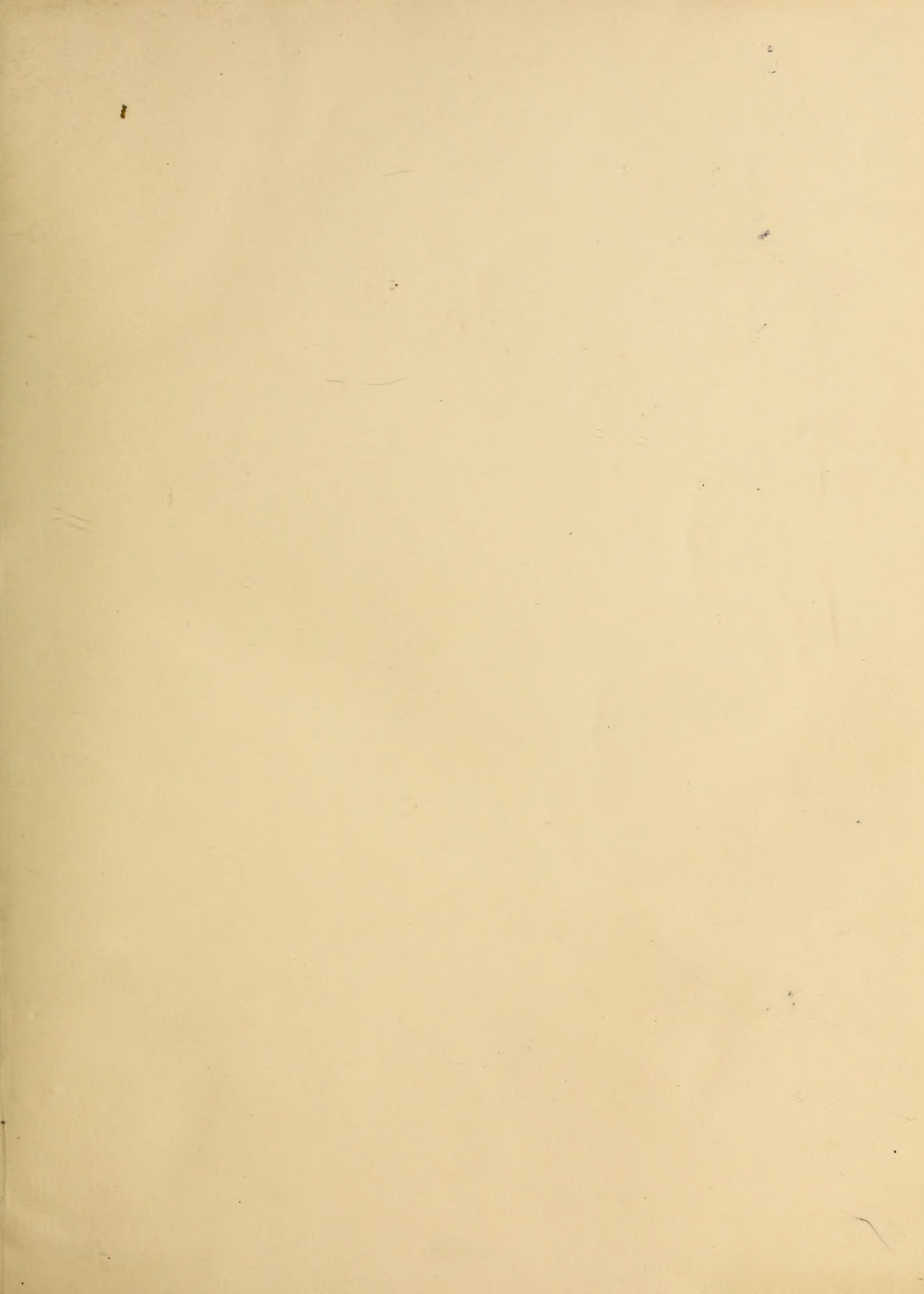







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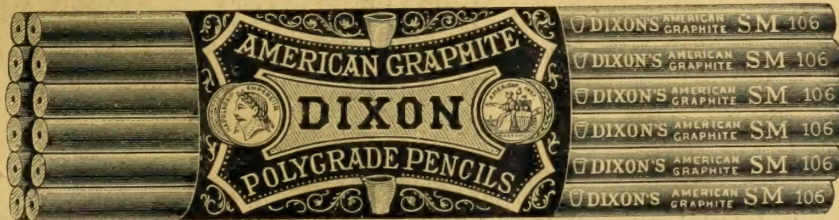


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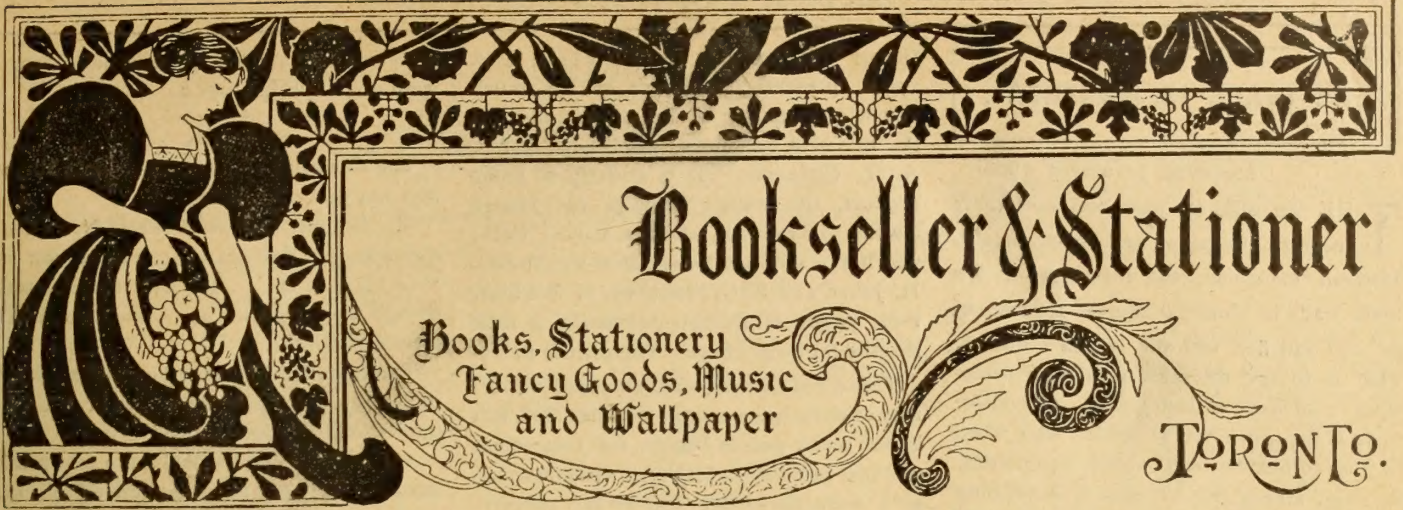
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WHOLESALE STATIONERS

 **TORONTO**



VOL. XVI.

TORONTO, CANADA, JANUARY, 1900.

No. 1.

CURRENT NOTES AND COMMENTS OF INTEREST TO THE TRADE.

1899 A Good Book Year.

The past year has undoubtedly been an exceptionally prosperous one for all lines of trade. Publishers are discussing the question as to how much the great increase in the demand for books has been due to improved methods of trade. The general conclusion seems to be that the prevailing prosperity gave the purchasing public a surplus from which to buy books. There may be some truth in the complaint that we are less enthusiastic about books than other communities; but the fact remains that the past year has been more of a book year than for some five years past. At all events, there is some comfort in the reflection that we are not degenerating below our present low level; but rather creeping up. Perhaps this is due to the quickening of the temperance movement. Though the boom has resulted in the publication of a large number of books of poor quality, a better criterion is taken when it is remembered that the leading books have had an unprecedented sale. Some may be disposed to question the propriety of calling "David Harum" one of the best books. It is pretty well under the water mark now. But its sale of over 400,000 copies is a circumstance worthy of note. Such sales are practically unknown in the Old Country. Another thing worthy of remark is that the books which have taken the lead during the

past month have been of American authorship. As an English paper says, American readers seem to have grown suddenly patriotic. It seems as if the year 1900 might fairly be counted upon to be as prosperous as the one that is gone. The war will, no doubt, furnish material for an infinite amount of writing, good, bad and indifferent, and the bookmen may look forward to a most successful season's trade.

**

The Canadian Market.

Good times may be chiefly accountable for improved trade. But there are other factors. The development of the Canadian market in books is due to a number of causes. The issue of copyright editions has given the publishers an interest in pushing the books which has certainly enhanced sales. The fact that several Canadian writers have achieved fame at home and abroad, and that their books are selling well here is another factor in the situation. The standard reached in excellence of the typography, binding and general appearance of Canadian editions is another element making for success. It is significant that the best selling books are either by Canadian authors or are Canadian editions. In the former class we have had Dr. Drummond, Gilbert Parker, Dr. Frechette, Ernest Seton Thompson and others. This year the Frechette book sold largely. It was entirely a Canadian product and most creditable to the publisher. It will be found, we believe, that the cultivation of the Canadian market can be made a

source of real profit to the dealer, especially when a demand springs up for a book produced here, supplies of which can be quickly secured.

**

As to Copyright.

An alert bookseller informed us the other day that many of the books on his shelves were American reprints of English authors and might be, as far as he knew, infringements of copyrights. He could, he thought, be put to some inconvenience if copyright were enforced. In our opinion it will be much more safe and comfortable for the retail trade to have copyright on a fixed basis. Hitherto the various trade interests—publishers, importers, retail dealers—have been unable to agree. Lately, we understand, a member of the Dominion Government has been sounding some of those interested in copyright with a view to some action by Parliament in the near future. Whether they can agree or not is another matter.

CANADIAN ALMANAC.

The Canadian Almanac for 1900—the only publication of its class in the Dominion—is one the trade can well afford to encourage. This year (its 53rd) it contains 400 pp. of carefully compiled information about Canada, commerce, politics, legal, official, etc. The historical diary for the year is of particular interest, giving in small space all the principal events of 1899. A unique feature of the new Almanac is a list of titled Canadians, with their ranks and orders. This is the first time that such a list has been compiled, and may be considered as the beginning of a Canadian De Brett. The Canadian Almanac is growing larger and more complete every year, until it is now difficult to see where it could be added to or improved. The price, however, still remains, as in past years, 25 cents.

THE TRADE IN MONTREAL.

Montreal, January 3, 1900.

THE big sales are past, and now there is time to stop and take breath. Without exception, the members of the book trade in Montreal express themselves as well satisfied with the season's doings. That is to say, the sales have been somewhat in advance of last year's. Of course, there is the proverbial grumbler, who, when he goes to heaven, will, within 15 minutes, be complaining that his halo is scratching his neck; but he would not be content if the whole trade were centred in his own store. Uncertainty of weather does not produce the same effect on the Christmas trade in books that it does on some other lines. It had, indeed, the effect of postponing it until very late, but did not really injure the buying.

The two books of the month were, undoubtedly, "Janice Meredith" and "Christmas in French Canada." The former, as had been prognosticated, took, to a large extent, the place of "Richard Carvel," and proved a very fast seller for the holiday trade. The 75c. edition ought to be ready now, and will be in great demand. "Christmas in French Canada," by Louis Frechette, had what might be called an astounding sale. Instance is cited from the fact that The Montreal News Co., though they had taken in what, in their consideration, was a very large order, were compelled to quadruple the same, and even then they were sold out. When it is borne in mind that this book was, to a large extent, an experiment, being written in English by a French-Canadian, such a reception is the more remarkable. "The Habitant," as usual, came up again for Christmas gifts, and the books which have been popular for some time past had a much increased demand. Outside of the six best sellers may be mentioned "The Lewis Carrol Picture Book" (Fisher Unwin); "When Knighthood was in Flower"; "Wild Animals I Have Known," by Ernest Seton Thompson; "David Harum"; "Santa Claus' Partner" (Briggs); "Modern England Before the Reform Bill," by Justin McCarthy; "Life and Letters of Sir John Everett Millais," "Impressions of South Africa," by Bryce, and Goldwin Smith's "United Kingdom." The popular novels were, of course, largely sold in the gilt-top holiday editions.

New publications of The Montreal News Co. are "Red Pottage," by Mary Cholmondely, and "The Orange Girl," by Walter Besant. Another is a work by

Bryce, "Briton and Boer," which, as it states, presents both sides of the much vexed question. "A Bit of Atlantis" is the title of a work lately published by Mr. A. T. Chapman. It is entirely a home product, the author being a well-known lawyer of Montreal, and the artistic work, which is excellent, being done by Messrs. H. Julien and R. G. Matthews, of The Star. Fifty pages of introduction seem a little lengthy for such a book. The price is \$1.25.

The sale of calendars has exceeded all former ones by quite a large margin. The fact is that many people bought for themselves this year calendars which they wished to keep as a memento of the end of the century. This they may presumably do without running the risk of scurrilous attacks at the hands of controversialists, for 1900 will last till the end of the century anyway. Whatever the reason, the case is that only a small proportion of these calendars were left over to be disposed of at half price. The Montreal Book Room deserve to be mentioned especially in connection with the calendars and Christmas cards. They do a large business in the country districts, and this branch of their trade is important to them. The calendars sought were, for the most part, those of medium price, i.e., 50c., 75c., and \$1. Quite a number were sold as high as \$3 and \$4, but most of the bookstores did not keep a large assortment of the expensive lines. The fancy calendars took like wildfire.

There is hardly a single copy of any of the Christmas supplements to periodicals left in the city. In more than one store the only one left was that of The Paris Figaro. This is possibly not the fault of the supplement itself, for it is attractive and striking. But things French are not the most taking just now, and the Figaro has made a name for itself as not merely French, but decidedly anti-British. The extraordinary interest evinced in the Christmas supplements to British papers is somewhat hard to account for, because there has not been a proportionate degree of improvement in the articles themselves to warrant such demand. Neither were they particularly of a military character. The explanation seems to be that the war has directed public attention to Imperial matters, and communication of all kinds has been quickened between Britain and her colonies. The rush for one and all of the Christmas supplements was unprecedented.

Mr. Renouf secured some special sets of Scott. A. & C. Black, the publishers, issued in the Dryburgh edition only 300 copies. This statement is made over their autograph. Of these Mr. Renouf bought ten, and during the Christmas trade sold seven of them. The edition is an exceed-

ingly fine one, and the woodcut illustrations were made specially for it.

NOTES.

The Canadian edition of Pearson's Magazine has proved a success.

Mr. Brophy, of The Montreal News Co., has arranged for an authorized edition of "Le Chien d'Or." The contract is closed, though the same will not come into effect for some months.

The trade will regret to hear of the death of Rev. James Tate, the author of "Christianity Without Conscience."

"The Sky Pilot" would have sold much better if it had been mentioned on the posters and announcements generally that it was by the author of "Black Rock."

Interest in South Africa is taking a more intelligent form, and books are more in demand. Closer connection with that colony may be expected in future both in mercantile and literary lines.

The William Drysdale Co. report very satisfactory trade during December, better than for some years past.

"The Twentieth Century New Testament," published by Briggs, is out in Vol. 1. This is a tentative edition, comprising the Gospels and Acts, with Mark put first, as being first written. The second volume will not be out until Spring.

The statement of the bookmen is that they are waiting for books. Very few new ones are on the market just now. In another month there will be plenty.

School changes will bring the usual demand for text books in the course of a week or two.

Goldwin Smith's "United Kingdom" was found a little heavy. Less expensive works were preferred. J.S.M.

The man who first conceived the idea of putting an eraser on the end of a lead pencil—just where it would always be ready for use instantly, died only six weeks ago, and, while he was the inventor of many more pretentious things, none were more profitable than the eraser notion. This has withstood the test of time without any great improvement being suggested, but recently a patent has been granted to Joseph D. Strassart, of Portland, Oregon, for a device in which is combined a pencil sharpener with the eraser. The affair is extremely simple, being stamped out of a thin sheet of metal in two pieces. The cutting blade forms one of these pieces, and the cap, which supports the rubber, and also holds the knife, is the other. In construction this is so simple that the inventor claims that it can be put on any pencil of the regulation thickness without materially increasing the cost. — Stationery Trades Journal.

BOOKS AND PERIODICALS.

CANADIAN BOOKS AND WRITERS.

TWO books of a widely different nature, but both of unusual interest to Canadians are being published this month by The Copp, Clark Co., Limited. One is a historical review by Sir John G. Bourinot, K.C.M.G., entitled "Builders of Nova Scotia," with an appendix containing copies of rare documents relating to the early days of the Province. The book is of royal octave size, handsomely bound in cloth with a special design by the Canadian artist, J. W. L. Forster, A.R.C.A., and contains somewhat more than 50 capital illustrations and portraits. Sir John Bourinot's ability as a historian is well known throughout the Dominion, while the purport of his present work is best given in the closing words of the author's preface :

In conclusion I shall only say that I have had no other desire, in the preparation of this monograph, which comprises in as small a compass as possible the results of the studies and investigations of years, than to recall the names and services of men who did good work for their country in the most critical periods of its history. Many of these men are now almost forgotten, but it is my hope that the youth of Nova Scotia will be inspired even by so imperfect a sketch as this to revive their memories and do them some justice even at this late date. I should also like to think that some readers in the other Provinces of the Dominion will be induced to take an interest in the record of the makers of a Province, of whose history and eminent men of ante-federation days Canadians outside of Nova Scotia and New Brunswick have still relatively little knowledge. Canada can never be a nation until the peoples, who live either by the sea, or in the valley of the St. Lawrence, or by the great lakes, or on the western prairies, or on the Pacific slope, take a common interest and pride in each others' history and in the achievements of the men who reflect lustre on the respective Provinces that make up the federation to the north of the ambitious American Republic.

The price of the work is \$1.50.

* *

The other is a volume of "Practical Studies in the History and Biography of the Old Testament," by George Hague, for many years general manager of the Merchants Bank of Canada, with a preface by Dean Carmichael. This important book is the expression of the life-long study and experience of the author, who, from his wide business experience and knowledge of men and things, has been enabled to throw new light upon the history and biography of the Old Testament in a way most valuable to every student of the Bible, and particularly to Bible class teachers. The high commendation which Mr. Hague has received

from many prominent Anglican clergyman and his own prominence as a layman and a man of business, assure a very large sale to this book not only among members of the Anglican Church but among all intelligent Bible students.

* *

A new book, entitled "3,800 Miles Across Canada," has been written by J. W. C. Haldane, C. E., of Liverpool, England. It is a volume of travel through the Dominion by an observant Englishman and is copiously



"JANICE,"

The Lovely Heroine in "Janice Meredith."

illustrated by photographs. It is published at \$1.25 by Simpkin, Marshall & Co., London.

* *

A. M. Belding, of The St. John Sun, has published a pretty and tasteful pamphlet entitled "A Transvaal Souvenir." It is exceedingly attractive, the letter press in prose and poetry being most creditable, and the cuts, throughout, above the ordinary. In the inside of the covers are names of the members of the New Brunswick contingent. This pamphlet sells for 10c.

* *

The series of letters on the Doukhobor settlements in the Canadian Northwest, written by "Lally Bernard" (Mrs. Fitzgibbon) and published in The Toronto Globe, have been reprinted in pamphlet form, with a map and two illustrations of Doukhobor types. Those who make a collection of Canadian material, economic, historical and political, will be glad to add

this treatise of Mrs. Fitzgibbon, which can be had of Wm. Briggs.

* *

Since the announcement of its coming issue, William Briggs reports receiving numerous orders for Dr. Bryce's work on The Hudson's Bay Company. The publisher expects to have it on the market before March. No man living has had better opportunity for gathering material for a reliable, comprehensive, realistic history of this great company. A residence of 30 years in the Northwest, familiar intercourse during those years with the officers, visits to outlying posts—all these have given an intimate knowledge of the conditions of life and the operations of the traders, and when joined to studious research of the records, to which every aid was given by the company's leading officials, and to a natural aptitude for historical writing, they give promise of a masterly work.

* *

Mr. Walter A. Ratcliffe, the blind poet, whose "Morning Songs in the Night," has many appreciative readers, recently took up his residence in Port Hope, where he will employ himself in basket-making—an occupation learned in The Brantford Institute. Basket-weaving will be varied occasionally by the weaving of fancies into verse. We hope Mr. Ratcliffe will be able to maintain himself in comfort.

As will be seen from the list of best selling books on another page, "Janice Meredith" and "Richard Carvel" are the most popular books in America. And as that popularity is undoubtedly founded on real merit, and no other star has yet appeared above the horizon which is at all likely to eclipse them, it is probable that they will hold their place for some time to come. But how do those who cry out that the historical novel has had its day explain the success of these two distinctly historical romances? Or is theirs a false alarm? The secret of the success and failure of this class of fiction is well brought out in a review of "Janice Meredith" which recently appeared in The Atlanta Constitution :

The poles are not more widely sundered than are the two types of historical novels; the one for the writing of which the author has "read up," the other written because the author's mind has reached the saturation point. The one is a manufacture, the other is a precipitation. In the one, we are introduced into the valley of dry bones; in the other, they have been clothed with flesh, and breathe and move before us. In the one, the insistence is upon the speech, the customs, the ideas, that differentiate the past from the present; in the other, upon the thread of common human nature running through all times and peoples. From the one the reader is remote and alien; in the other his

BOOKS AND PERIODICALS—Continued.

ancestors have become his contemporaries. No one familiar with the trend of Mr. Ford's studies and the quality of his work will need to be told to which class "Janice Meredith" belongs.

The book which is probably creating the greatest sensation in England at the present time is a novel by Mary Cholmondeley, author of "The Danvers Jewels," entitled "Red Pottage," and published in Canada by The Copp, Clark Co., Limited, at \$1 for cloth and 75c. for paper. Richard Henry Stoddard, in his review in *The New York Mail and Express*, says of it: "It has induced London to draw a comparison between its author and George Eliot, and unquestionably nothing so good, so perfectly finished, has come from an English pen since her busy hand was laid to rest." *The Evening Post (New York)* stated recently that it was reported to be "selling at the rate of 1,000 copies a day" in London.

Another English novel of considerable importance which is being published this month by The Copp, Clark Co., Limited, is "Parson Kelly," written in collaboration by A. E. W. Mason, author of "The Courtship of Morrice Buckler," and Andrew Lang. "Parson Kelly" is a variation on the old delightful theme. Mr. Lang has brought to the composition of this novel so much historical lore, so much insight into the Jacobite comedy, so much sympathy for the actors in it, both major and obscure, that the book is alive with true romance. The Prince scarcely appears, yet the air of the plot and counterplot, of brave deeds and shabby intrigue in which he and his house are enveloped, breathes from every page. The acute and rollicking parson, with his coterie of friends, his love of adventure, his chivalry, is the most entertaining of intriguers. The easy flow of the narrative, the ingenious development of the plot, we must credit, probably, to Mr. Mason. Indeed, in this case collaboration has been unusually happy, and historical knowledge and imaginative power are in "Parson Kelly" blended into a remarkably compact and plausible unit. The publishers' price is \$1 for cloth and 75c. for paper.

Mr. Wm. McLellan's new book "In Old France and New," though it appears rather late for the Christmas trade, will, no doubt, have a large sale among Canadian readers.

The Copp, Clark Co., Limited, are also issuing this month paper editions to retail at 75c. of four of their new novels of which there was previously only the cloth edition. They are: "Janice Meredith," by Paul Leicester Ford; "Signors of the Night," by Max Pemberton; "The Lost Heir," by G. A. Henty, and "The Red Rat's Daughter," by Guy Boothby.

There has been a large sale in the cities for "The United Kingdom," by Prof. Goldwin Smith, and dealers need have no doubt that, while a \$4 book does not move as rapidly as a popular novel, readers can be got for this work for many years to come. In the domain of history Prof. Goldwin Smith ranks in the first class. His present work is well adapted for popular reading. It compresses into two volumes the whole political history of England from the earliest times down to recent years. It is written with that finished brevity of style which is one of the chief charms of Prof. Smith's literary labors, and on every page are the marks of thorough scholarship, wide reading, and impartial judgment. We expect to see it placed at once on the curricula of all Canadian universities, while every educated man will insist on having the book if it is properly brought to his attention. Even in the rural districts there will be found teachers, lawyers, clergymen and doctors, who will want to know what the book treats of before purchasing it. For the benefit of those it may be pointed out that the possession of the book enables one to dispense with many works of reference and histories of separate periods. Marginal dates keep the reader in touch with the exact year, and the narrative form—a chapter to each monarch—imparts clearness and method to the treatment of so vast a subject. The publication of such a work in Canada is a literary event which should not be lost sight of.

MORANG & CO.'S BOOKS. Among the most important works announced for some time is "The Life and Letters of Sir John Everett Millais," with 319 illustrations; two volumes; cloth, 8vo., decorated, \$9. The verdict of everyone who has looked at this book is that it is one of the most interesting that has ever been presented to the public. Compiled by the son of Sir John Millais, who has had the advantage of a mass of correspondence and other material which has enabled him to produce a book of great miscellaneousness, and which may be said to contain some interest on every page. The book is, in the first place, a detailed memoir of Millais from his astonishingly clever childhood until his death. But, besides this, it may be said to be, in a measure, a history of British art during the period covered. In addition to this, Millais' life was in touch with so many people of interest, men and women whose fame is world-wide, that it would be impossible to write his biography without bringing in a large number of personal allusions such as everybody likes to read. The illustration of the work is most lavish and attractive. Here we see not only

reproductions of the artist's well-known pictures, but many less known to the public. The history of Millais' connection with the Pre-Raphaelites and the various influences that moulded his career will be read with appreciation by all intelligent readers.

Another work just issued by Morang & Co. is entitled "Lessons in Skating," with suggestions concerning hockey, by George A. Meagher. This is sure to be eagerly inquired for by those interested in a truly national sport, especially as the author has been champion figure skater of the world since 1891. The work enjoys the distinction of being introduced by an interesting preface from the pen of the Right Hon. Earl of Derby, and is dedicated to the Countess of Minto by the author, who considers her ladyship the most graceful lady skater in the world. The book retails in cloth at 75c. Very numerous illustrations and diagrams enable the writer to make his meaning perfectly clear, and the evolutions described will, no doubt, form the theme of conversation in many rinks throughout the country during the present season.

The theological work by Professor Wm. Clark, entitled "The Paraclete," a series of treatises on the Spirit and work of the Holy Spirit, has been well received by that section of the public for which it is intended, and it has been the theme of conversation in many circles. The fact that the discourses here printed formed the subject matter of the Slocum lectures for 1899, recently delivered by Professor Clark at the Ann Arbor University, shows the estimation in which the writer is held, both as a theologian and a lecturer. The work is neatly bound in cloth, and retails at \$1.25.

The first edition of Frechette's "Christmas in French Canada" was received with such warm esteem by the public that a new edition is now on the press. In this work Morang & Co. had the opportunity of showing what is possible in Toronto in the way of books, and the typography and illustrations certainly take very high place in comparison with this kind of work done anywhere. The book retails at \$2, and has had a very rapid sale both here and in the United States. The illustrations by F. S. Coburn attain a high mark of excellence. He appears to be one of the artists who are capable of following out the ideas of the author in an intimate and intelligent manner.

A word should also be said about the encouraging way in which the calendar of the Toronto Art League, issued by Morang & Co., was this year taken up by the public. It was decidedly the best of its kind pro-

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The MacLean Publishing Co., Limited,

MONTREAL and
TORONTO.

BOOKS AND PERIODICALS—Continued.

duced, and its thorough Canadian qualities were everywhere highly appreciated.

In the list of the Gage books there are several which are most important. The announcement of a Canadian edition of Felix Gras's "The White Terror" will prove of interest to the many readers of historical romance. This book lately published in the United States at \$1.50, is already receiving the appreciation due to merit. M. Gras paints with singular vividness the strange conditions offered in the Midi after the more familiar events of the French Revolution in Paris, and forms a romance extraordinary in its sympathetic quality and dramatic power which throbs with life and holds the reader tense with suspended interest. The enthusiastic reception given to M. Gras's "Reds of the Midi" and "The Terror" indicates the welcome awaiting his new romance. The above enterprising publishers are issuing this volume in paper at 75c. and in cloth at \$1.25. The cloth edition is handsomely bound and decorated and is said to be in every respect equal to the American edition at \$1.50.

"Terence," by Mrs. Croker, issued late in December, turns out to be one of the most delightful of this writer's novels. As previously outlined, it relates how an English heiress of retiring disposition, but independent character, goes to an Irish fishing resort. The coachman, Terence, is the scion of an old family. In helping her silly half-sister, a married woman, out of the scrapes into which heedless flirtation involves her, the heroine is thrown into friendly relations with Terence. They become attached to one another, and, after undergoing some tribulations, are united. The types of Irish character are delightful and the book is humorous without being frivolous. It is a man's, as well as a woman's book.

A second edition of Dr. Algie's clever novel "Houses of Glass" has been called for. This is a novel that will sell a long while. Its merits, once appreciated, mean a long life for the book. It is emphatically a work for the man rather than woman reader.

The English critics consider "The Crown of Life" a much weightier production than Gissing's previous novels. At the same time it is just as readable as any of them.

In "The Vizier of the Two-Horned Alexander" we cannot help thinking that, although the book is entertainingly humorous, Mr. Stockton expects to be taken with a degree of seriousness. He has put some time and study on the periods of history he deals with and the eminent men

of the past whom he introduces. One's curiosity is aroused by the supposed career of a man who has lived for several thousand years.

The passing traveler who has dropped into a bookstore to get something to read and has not yet perused "A Lunatic at Large" will simply snap at it. It is funny in the extreme and the rapid action keeps the reader in a perpetual state of excitement. The comic situations created by the vagrant humor of the "Lunatic," with the German baron in his train, have been equalled by very few writers of fiction.

WM. BRIGGS Mr. D. B. Read's "The NEW BOOKS. Lieutenant-Governors of Upper Canada and Ontario (1792-1899)," makes its appearance with the new year, and is in every respect a creditable volume. The publisher certainly has done his part with excellent taste. The paper is of good quality, the presswork, both of text and of the portraits, could not be better, and the binding in corded cloth of silk finish is very handsome. The Ontario coat-of-arms in gold appears appropriately beneath the title on the cover.

Nothing, however, will more delight the possessor of the book than the magnificent series of 22 half-tone portraits, executed for the work by Mr. J. E. Laughlin. The originals from which Mr. McLaughlin worked were obtained from the fine collection of Mr. Alfred Sandham and from the portraits in Government House. For each of these Mr. Sandham was able to provide a facsimile of the Governor's autograph. One or two of the portraits given in the book are published for the first time. Mr. Read has done his work well. The book will probably be the most popular of his admirable series of volumes, biographical and historical. It is gratifying to know that orders for more than 400 copies of this work were in the publisher's hands awaiting its issue. The price is \$2 in cloth and \$3.25 in half morocco.

Egerton R. Young, the well-known missionary author, has followed up his "Three Boys in the Wild North Land" by another volume entitled "Winter Adventures of Three Boys in the Great Lone Land," full of exciting adventure, and splendidly illustrated by J. E. Laughlin, of this city. The book has the imprint of Hunt & Eaton, of New York, and is handled in Canada by William Briggs. Mr. Young's books have had a sale far exceeding 100,000 copies. He is better known to English and American boys and girls than any other Canadian writer.

Inquiries are constantly being made as to when Dr. Rand's "Treasury of Canadian Verse" will be issued. The delay has been

New Canadian ...Books...

The Lives of the Lieutenant-Governors of Upper Canada and Ontario . . .

By D. B. READ, Q. C.

With 22 Splendid Full-Page Autograph Portraits by J. E. Laughlin.

Cloth, \$2.00.

Half Morocco, gilt top, \$3.25.

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"A readable book from every point of view. . . . not a dull page from cover to cover . . . a book for the people, full of inspiration for young and old alike."—Orillia Times.

"Dr. Grant has performed his task with judgment and discretion The work is well done, and, we venture to predict, will be more widely read than any other Canadian book issued from the press in 1899."—Dominion Presbyterian.

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With Introduction by Hon. G. W. Ross, LL.D.

Cloth, with numerous Portraits and Illustrations, \$1.50, postpaid.

"Dr. MacKay has placed posterity under a debt for the faithful reproduction of tender memories, of days of hardship, not without their joys, lived by a sturdy and God-fearing generation, rapidly passing away."—The Dominion Presbyterian.

"Dr. MacKay graphically describes the various aspects of pioneer life especially its religious side—'Gangin tae the Kirk'—'Communion Sabbath'—'The Catechizing'—'A Funeral Among the Pioneers'—'Superstitions, Ghosts, Witches, Goblins'—'Logging-bees and Dancing-sprees,' and the like."—Onward.

POEMS: Old and New

By FREDERICK GEORGE SCOTT.

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This new volume of Mr. Scott's is an important addition to the literature of Canadian poetry. It will be appreciated not the less because the author has included in it many of the best of his previously published poems. The pretty blue and white covers, and the sumptuous half-calf binding make a fitting setting to Mr. Scott's splendid verse.

Lyrical Echoes

Poems by KATHERINE A. CLARKE.

Cloth, \$1.00.

"Some of the religious pieces are specially music and remind one of the poetry of Miss Havergal."—Montreal Witness.

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— THE —

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FELIX GRAS

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"The Reds of the Midi"

A ROMANCE
IN

"The White Terror."

M. Gras paints with singular vividness the strange conditions offered in the Midi after the more familiar events of the French Revolution in Paris. He shows the alternating triumphs and reverses of the Whites and Reds, and the lengthening of the shadow cast by Napoleon, a romance extraordinary in its sympathetic quality and dramatic power, which throbs with life and holds the reader tense with suspended interest. The enthusiastic reception given to M. Gras' "Reds of the Midi" indicates the welcome awaiting his new romance.

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Terence. By Mrs. B. M. Croker.

"A spirited story of a dashing Irish lover."—Vanity Fair.

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By J. Storer Clouston.

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"One of the best bits of bright reading of the year."—Toronto Globe.

"The most mirth-provoking book that has appeared in many a day."—Toronto Globe.

Paper, 50c.

Cloth, \$1.00.

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W. J. GAGE AND COMPANY, Limited

Publishers, TORONTO

caused by the failure of the Boston house who were to publish the American edition. Arrangements are now made for the publication of the book this coming Spring. Mr. Briggs reports numerous advance orders.

NEW MEDICAL WORKS. The following publications have been issued by P. Blakiston's Son & Co., Philadelphia, Pa.: "Refraction and How to Refract, including Sections on Optics, Retinoscopy, the Fitting of Spectacles and Eyeglasses, etc.," by James Thorington, A.M., M.D. (octavo, cloth, \$1.50 net); "Therapeutic Electricity and Practical Muscle Testing," by W. S. Hedley, M.D., M.R.C.S., Eng., with more than 100 illustrations (octavo, cloth, \$2.50 net).

BEST SELLING BOOKS.

The December record in Canada, Great Britain and the United States:

TORONTO.

1. "Janice Meredith" (Copp, Clark, \$1.50.)
2. "The Sky Pilot" (Westminster Co., \$1.)
3. "Christmas in French Canada" (Morang, \$2.)
4. "Santa Claus' Partner" (Wm. Briggs, \$1.50.)
5. "The Transvaal from Within" (Heinemann, \$3.)
6. "The United Kingdom," by Goldwin Smith (Copp, Clark, 2 vols., \$4.)

MONTREAL.

1. "Christmas in French Canada" (Morang, \$2.)
2. "Janice Meredith" (Copp, Clark, \$1.50.)
3. "Richard Carvel" (Copp, Clark, \$1.50.)
4. "The Habitant" (Putnam, \$2.50.)
5. "Via Crucis."
6. "A Lunatic at Large" (Gage, \$1 and 50c.)

OTTAWA.

1. "Richard Carvel" (Copp, Clark, \$1.50.)
2. "David Harum" (Briggs, \$1.25 and 75c.)
3. "The Sky Pilot" (Westminster Co., \$1.25.)
4. "Roberts' India."
5. "Christmas in French Canada" (Morang, \$2.)
6. "The Habitant."

HAMILTON.

1. "Richard Carvel" (Copp, Clark, \$1.50.)
2. "The Sky Pilot" (Westminster Co., \$1.25.)
3. "Janice Meredith" (Copp, Clark, \$1.50.)
4. "David Harum" (Briggs, \$1.25.)
5. "Kit Kennedy" (Briggs, \$1.25.)
6. "Via Crucis."

ENGLAND.

1. "The Transvaal from Within" (Heinemann, 10s. net.)
2. "Letters of R. L. Stevenson" (Methuen, 2 vols., 25s. net.)
3. "Richard Carvel" (Macmillan, 6s.)
4. "A Corner of the West" (Macmillan, 6s.)
5. "Red Pottage" (Arnold, 6s.)
6. "The Slave" (Hutchison, 6s.)

SCOTLAND.

1. "The Transvaal from Within."
2. "Stalky & Co." (Macmillan, 6s.)
3. "Gilian the Dreamer" (Isbister.)
4. "One Hour and the Next" (Methuen, 6s.)
5. "Strange Adventures of Israel Vendray" (Warne, 3s. 6d.)
6. "A Corner of the West."

THE UNITED STATES.

1. "Janice Meredith," by Paul L. Ford (\$1.50.)
2. "Richard Carvel," by W. Churchill (\$1.50.)
3. "When Knighthood Was in Flower," by Charles Major (\$1.50.)
4. "David Harum," by Westcott (\$1.50.)
5. "Via Crucis," by J. M. Crawford (\$1.50.)
6. "Mr. Dooley in the Hearts of His Countrymen," by J. Dunne (\$1.25.)

THE STATIONERY OUTLOOK. Retail dealers have had a good Christmas trade, and speak hopefully of the coming

Spring trade. January is the month for stationery and blank books and during the next six weeks a big business is likely to be done in all lines of these. The travelers for the importing houses are now on the road showing import samples. It would be advisable for the trade to order their import goods early as the present conditions do not insure early deliveries unless the orders



Nerlich & Co.

go in early. The manufacturers abroad are very busy, the ocean freight service is slower than usual and it is believed that manufacturers will be fully a month longer in filling orders. Accordingly, it is believed that unless dealers order early they may find themselves greatly embarrassed later on by late deliveries.

The valentine season will be on as usual next month and all the usual lines of these goods are being shown to the trade this month. So also are Easter cards of which there are some very pretty goods in the market. Easter this year comes rather early in April (Good Friday is on the 13th) so that the trade should make all arrangements for whatever Easter business they propose to go in for.

In the matter of sporting goods it would be well to see that orders are placed for the necessary supplies so that they be in stock when the season opens. Rubber balls, tops and marbles are the first in order.

In import goods this season a pretty range of souvenirs is being shown. There are spoons, purses and shell goods generally of German manufacture. They are meeting with great success as they have Canadian scenes and other local marks upon them.

NEW FADS IN FANCY GOODS. Onyx continues to be used with brass for many high-priced ornaments, and for the

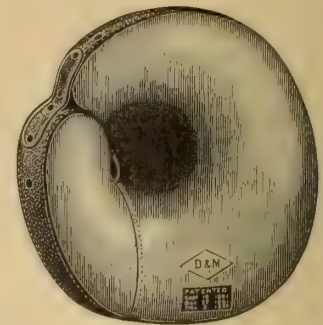
cheaper grades too. Cupids as decorations for photo frames are very popular. Hand-some frames are believed to be one of the most popular lines for presents in the

FANCY GOODS AND STATIONERY.

future. Speaking of new goods in this line, a New York contemporary says: "Folding photograph cases in crushed morocco, tooled with gold or ornamented with raised gold decoration after the Empire style, are charming. In royal blue leather, tooled with gold, are frames in all sorts of odd shapes and sizes; they are adorned by enameled heads. Sevres blue crushed morocco, scrolled with silver and set with turquoises, makes beautiful frames, and fretted gold with the new red finish forms charming frames for little three-leaved screens, in each leaf of which a small photograph may be inserted."

The fan chatelaine is a new thing. A novelty inkstand is a cannon mounted on a carriage. A new German toy for 25c. retailing is a Roman charioteer driving two horses. When wound up the chariot gallops around. A 10c. puzzle is the "Leap Frog," a board game like checkers.

THE PRICE OF INK. The manufacturers of ink, says The American Stationer, have been slow to advance their goods, but the time has apparently arrived when there will be no alternative for them. All of the



Nerlich & Co.

raw materials that enter into the composition of writing and all other inks have advanced greatly, and further advances are anticipated.

Galls are now double the price that was paid for them a year ago. Lumber for boxes, glass, nails and labels are all higher. Even the strapping for the outside of the boxes is at least 100 per cent. advanced. Paper for wrapping is away above normal. The greatest difficulty is in glassware. Prices are about 20 per cent. higher, and the glass blowers are away behind orders, and unable to make any promises.

The situation is serious for the ink men, and it is thought that an immediate advance will be made in all cone sizes. These goods are sold by all of the factories as leaders, any

10.88
22
42
1.99

SPORTING GOODS FOR 1900.

OUR travellers who are about to start on their Spring trips are showing one of the largest lines of **SPORTING GOODS** ever offered to the trade. We enjoyed an excellent trade in this line last season, and, as we anticipate as great, or even greater demand this Spring, we have placed orders for very large quantities with the manufacturers of the standard lines, and thus are enabled to quote prices which will certainly interest you.



Besides the large range of Sporting Goods, our travellers carry a complete assortment of—

Summer Notions, Hammocks, Shell Souvenir Goods, Fancy Novelties, Fancy Japanese China, etc., etc.

If our traveller does not already call on you write us at once, and we shall have him communicate with you direct.

✿ ✿ Write for Spring Catalogue. ✿ ✿

Nerlich & Co., Wholesale Fancy Goods, Toronto, Can.

THE NEWEST THINGS IN NOTE PAPER

THE
**Gladstone
Note**

A Fine Cream Laid Vellum

In Handsome Yellow Wrappers, with Black and Gilt Crest.
Envelopes in boxes containing one-eighth of a thousand.

Fashionable Sizes

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Paper, \$1.20 per Rm. Envelopes, \$2.25 per M.	Paper, \$1.50 per Rm. Envelopes, \$2.50 per M.	Paper, \$1.50 per Rm. Envelopes, \$2.50 per M.

**Royal
Emblem**

A Fine Cream Laid Vellum

In Attractive Wrappers, with the Royal Emblem in Blue and Gilt on a Red and White Ground.

Envelopes in boxes containing one-eighth of a thousand.

Fashionable Sizes

OCTAVO	SALISBURY	COMMERCIAL
Paper, \$1.20 per Rm. Envelopes, \$2.25 per M.	Paper, \$1.50 per Rm. Envelopes, \$2.50 per M.	Paper, \$1.50 per Rm. Envelopes, \$2.50 per M.

The COPP, CLARK COMPANY, Limited

Manufacturing Stationers

TORONTO

FANCY GOODS AND STATIONERY—Continued. loss that may arise being usually charged to advertising account." The advance, they say, is also certain to come on the general line very soon.

Nerlich & Co., Toronto, are in excellent condition for the Spring and Summer sporting goods trade. They carry a full stock of Spalding baseballs, bats, catching mitts and gloves, masks and sundries, and other standard lines, as well as specially-made cheaper lines. They have also a complete stock of tennis, football, and croquet sup-



Nerlich & Co.

plies, as well as a large range of skipping ropes, rubber balls, tops, marbles, toy garden tools and other games and toys for children's Summer play. They are already finding a good trade in hammocks, of which they have a full stock of the standard makes, including Palmer's, in very handsome colors and designs.

As the markets for the raw materials from which sporting goods are made, principally wood, rubber, cotton and leather, are considerably higher than a year ago, and as these goods can still be had at last year's prices, it would be good policy on

the part of retailers to place orders early as possible. Nerlich & Co.'s travelers are now out with their samples for Spring orders.



Nerlich & Co.

In addition to sporting goods, Nerlich & Co. carry a full line of Japanese glassware and chinaware, including a fine line of novelties in various styles of shape and design, many of which are bound to be received with great favor in this country.

This is an age of progress, and especially is it to be noted in the perfection to which bookselling and stationery goods are brought nowadays. Marching with the times, The Barber & Ellis Co. are particularly happy in dealing with this all important matter. Their programme and wedding goods, also their society stationery, are proverbially up-to-date, being quite as

stylish as the highest grade of imported goods; yet, of course, being home-manufactured, they can be sold at a much lower figure. The newest and most taking lines shown by this old reliable firm are "Portia," "Plashwater," "French Crepon," "Nebula Blue," "Regal" and the season's record-breaker as a splendid seller, their original "English Wedgewood."

In merchandise and mailing envelopes, simplicity should be the order of the day. It certainly is in the unrivalled "Perfection" clasp mailing envelope of The Barber & Ellis Co. These envelopes have an immense sale in the Spring and Fall, when catalogues and samples are most in demand.

In the matter of mercantile stationery, The Barber & Ellis Co. keep steadily to the front, their famous goods in "bond" papers being invariably in demand by the largest and most influential concerns in the Dominion.

New stationery in nice wrappers is being shown by The Copp, Clark Co., Limited, this month. Three sizes are shown of Gladstone note, a rough vellum wove, and the same sizes of Royal Emblem, vellum laid. The price is \$1.25 per ream. In pocket diaries a line is made up this year in celluloid, in colors, which is a nice novelty, and can be had in the combined diary and memo. book. The sale of diaries and memo. books is the largest on record, and a complete line is still kept for those who want them.

In the same warehouse are to be found the stocks of rubber balls, colored and grey, sporting goods, etc., required for the coming season. A new score book, which retails at 25c., is one of the most seasonable novelties now in. It can be used for any counting game, being made of detachable sheets, and put up in neat portfolio style decorated with a full hand of aces.

A line of exceedingly stylish playing cards has made its appearance—the names being Moon Fairy, Rookwood, Indian, Spinning Wheel, Diana, Good Night. They are very swell backs and in rich colors.

Warwick Bros. & Rutter are showing a new series of red leather memorandum books called the "Cabinet," and claimed to be in neatness, style and quality the best in the market. There are 20 styles, oblong and upright, ruled faint only, faint and red. They are all either indexed or plain, all gilt edged, and the feature is the price: retailing from 10 to 25c.

Among new novelties which this firm are handling this month may be mentioned: A new fountain pen for 10c.; Faber's colored lead pencils, the demand for which has sprung up again; a new blackboard brush, of imported felt, retailing for 25c., and a 5c. penholder, bright finish, in four solid colors, one dozen in a box.

An encyclopædia which is being sold in Canada just now has, as an additional attraction, a set of oak shelves to hold the volumes. In selling sets, the idea of neat shelves to go with them is capable of development.

FEBRUARY
FOURTEENTH IS.....

St. Valentine's
Day.....

Order your stock at once, so that we may be able to fill every line satisfactorily.

Dutton's High-Class Valentines and Novelties

are the most beautiful creations that modern art and science can produce. They are designed by the best artists, delicately tinted, and are made in fancy shapes—heart, folding, mechanical figures, drop strings, deeds, etc.

Prices, 1, 1½, 3, 4, 6, 7½, 9, 12, 16, and 20 cents each.

McLaughlin's Lace Valentines

New designs and shapes. The coloring and lithographing are of the best, the coloring delicate and harmonious. They are very artistic.

Prices, 8c., 15c., 20c., 35c., 70c., 90c., \$1.20, \$1.50, \$2.10, \$3.00 and \$4.50 per doz.

McLaughlin's Comic Valentines

Hit-Em-Hards. Size, 9 x 15 inches. 80 cents per gross.
Trades, Sharp Darts, New and Improved Portraits, Comics, and New and Improved Trades. 35 cents per gross.

SEND FOR CIRCULAR.

THE COPP, CLARK COMPANY, Limited,
9 Front St. West, TORONTO.

PROHIBITED PUBLICATIONS.

THE Department of Customs announces that the following list of prohibited publications comes under the provisions of section 6 and item 636 of the Customs Tariff, 1897, respecting the importation of prohibited goods, viz.: American Cottage Home, American Household Journal, American Fireside and Farm, American Homestead, Agents' Guide, American Farmer, American Agent, Agents' Herald, American Nation, Advance, Breeze, Chicago Despatch, or The Chicago Democrat, The Climax, Chicago Mascot, Cheerful Moments, Cupid's Columns, Detroit Sunday Sun, Detroit Sunday World, Fox's Weekly, Gil Blas (illustrated), Household Companion, The Home, The Hearthstone, Home Circle, Home and Fireside, Hours at Home, House and Home, Illustrated Monthly Fireside Gem, Illustrated New York News, Illustrated Companion, Illustrated Record, London Illustrated Standard, Krums of Kumfort, La Vie Parisienne, Mercury, or The Sunday Telegraph-Mercury, Merry Maker, Music and Drama, Metropolitan and Rural Home, Modern Stories, Our Country Home, People's Journal, Public Herald, Police Gazette, Police News, Rambler, Social Visitor Magazine, The Standard, Treasury Home, Truth Seeker, Vanity Fair, Welcome Friend, Welcome Visitor, Youth and Home, The Yank, or the Columbia, Young America.

Most of these publications are published at New York, Boston, Chicago or Jersey City.

TRADE NEWS.

A. H. MELLISH & CO. are removing from their store in the Kerby House, Brantford, across the street to the Malcolm store, which will make a good stand for a book and stationery business.

C. F. Colwell, of Wallaceburg, Ont., has opened a branch book and fancy goods store at Port Lambton.

The Victoria Book & Stationery Co., Victoria, has been succeeded by the Victoria Book & Stationery Co., Limited.

R. V. S. Saunders, bookseller and stationer, of East London, has gone to Arizona, where he will engage in the mining business.

Mrs. M. J. Taylor, Bridgewater, N.S., has moved into the nice new store which replaces the one burned. Plate glass lights the store by day and electricity does duty by night. The decorations are in white and gold, and the counters are very pretty with tops of cypress in one piece, 30 inches wide. There is ample shelving, and a set of shelves opposite the counter are fitted with sliding doors to prevent the accumulation of dust.

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INTEREST TABLES at 6 and 7 per cent. per annum, on the basis of 365 days to the year, at one, two, three and four months, including the days of grace. For use in Discounting and Renewing Promissory Notes. By Charles M. C. Hughes, of the Bank of Montreal, author of "Hughes' Interest Tables and Book of Days combined," "Savings Bank Interest Card," etc. Printed on good paper and mounted on strong boards, folded, bound in leather and cloth.

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The **BROWN BROS., LIMITED**, Toronto, carry a full line of our publications.



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CANADIAN
ALMANAC**

FOR 1900

Stands Alone

As the only up-to-date hand-book for the Canadian business man; 400 pages of valuable information.

Price:

Paper, 25c.

Cloth, 50c.

PUBLISHED BY

The COPP, CLARK COMPANY,
Limited.

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TAKES THE LEAD.**



Graphite, compressed lead, does not wear away, retains point without constant sharpening, hexagon, gold finish, made in four degrees:

HB, H, HH, B. Price, \$4.00 per gross.

THE COPP, CLARK CO., Limited
9 Front Street West, TORONTO.

NEW BRITISH BOOKS.

LONDON, December, 27.

THERE has been a brisk Christmas trade, but the war has, to some extent, interfered with book sales, especially novels. There is, however, a large demand for books about Africa, and Fitzpatrick's "Transvaal From Within" has had an enormous sale, and tops the list.

With January will go into force the new attempt to diminish the discount system in retail sales. It is really an increase in the number of "net" books. The plan agreed upon is this: Every bookseller will be expected to sell a net book at the publishing price—not a penny less. Should this rule be infringed anywhere, the local branch of the Booksellers' Association is to report to headquarters. Next, the matter will be placed before the Publishers' Association, which holds the final power. Inquiry will be made by the Publishers' Association into the complaint, and if there has been a breach of the rule the offender will be visited in this manner: All the publishers will stop his supply of net books, unless, indeed, he chooses to pay full price for them he will lose all discount advantages.

The following are some new books, not fiction, which promise to sell well at home and abroad:

- "Memoir of the Duchess of Teck," 2 vols., 32s., Murray.
- "History of Lord Lytton's Indian Administration," 18s., Longmans.
- "Reconquest of the Soudan" (Churchill), 2 vols., 36s., Longmans.
- "South African Recollections," 7s. 6d., Longmans.
- "My Autobiography" (Robert Buchanan), Redway.
- "Life of Wellington" (Maxwell), 2 vols., 36s., Low, Marston.
- "Somaliland" (Peel), 18s. net, Robinson.
- "Franco-German War" (Maurice) 21s., Swan.
- "History of South Africa to the Jameson Raid," 5s., Frowde.
- "God's Greater Britain," 3s. 6d., Clarke.
- "British Empire Dictionary," 3s. 6d., Newnes.
- "British Empire and Alliances," 8s. 6d., Stock.
- "Transvaal Under the Queen," 4 to 6s., Sands.
- "Imperial Russian Navy," 30s. net, Thacker.
- "Transvaal and the Boers," 10s. 6d., Chapman.
- "Expansion of the British Empire," 4s., Clay.
- "Colonization of Africa by Alien Races" (Sir H. Johnston), 6s., Clay.
- "Story of South Africa" (Worsfold), 1s. 6d., Marshall.

Mr. Harold Gorst, son of Sir John Gorst, M.P., has now finished the monograph on Lord Beaconsfield, which he is contributing to the "Victorian Era" series. It should appear early in the new year. The book is a close study of Beaconsfield as a personality and as a strenuous figure in English history. Another volume shortly to be issued in the series deals with Ireland during the Queen's reign. The writer is an Oxford man, Mr. J. A. R. Marriott. A third volume which

might be mentioned is by Mr. R. P. Karkaria, and is on Indian life and thought since the Mutiny.

Lord Rosebery's article on Sir Robert Peel in the first number of *The Anglo-Saxon Review* having attracted attention is to be issued by Messrs. Cassell as a self-contained volume. In a speech at Perth, Lord Rosebery alluded to the fresh instalment of the Peel memoirs, which had just then been published. The essay was a later result of his study of the memoirs.

A short life of Grant Allen is going to be written by Edward Clodd. Grant Allen was the briefest of correspondents, and it is doubtful if many letters by him will be available.

The issue of new novels closed as the Christmas season approached, but new fiction galore is promised for the Spring. Among the books on the way are: "In the New Promised Land," by the author of "Quo Vadis"; a volume of short tales, by Annie Swan; "The Lady from Nowhere," by Fergus Hume.

WALL PAPER AND DECORATIONS.

THE National Wall Paper Company of the United States declared a quarterly dividend of 2 per cent. on the debenture stock, payable January 2.

Oscar Reyneke, a wall paper manufacturer of Paris, France, who has lately been visiting the United States, says that the wall paper manufacturers of France are working up a lucrative business in the United States, despite the fact that trusts exist and that the tariff on wall paper is 25 per cent.

Colin McArthur & Co., Montreal, now that all their building operations have been completed, are looking forward to a very busy season's trade. They are at present engaged in shipping orders, and report that, so far, orders are ahead of last year. With new appurtenances and increased accommodation, they are in a position to meet their customers' needs in a more systematic and satisfactory manner than heretofore. They are sending out, this month, a sample-book of the various shades of ingrain paper carried in stock, and also electrotypes of six beautiful friezes made to match the different colors. Each cut of frieze states the width—9, 18 or 21 inches—and gives a list of the shades which the border is colored to match. All of the borders have specially matched ceilings, and, in every case, the combinations will be found suitable for fine decoration. Ingrains will, it is said, be more in demand even than last season, and the trade are advised to stock some of these goods.

MULTUM IN PARVO.

The Watson, Foster Co., Limited, wall paper manufacturers, of Montreal, have issued a handy sample book of ingrains. Although small, it is very complete, and so arranged that it is a sample-book and price list combined. It contains 19 selected shades of ingrains, and on the back of each shade are printed the numbers of the ceilings and friezes to match the ingrain hangings. Together with the price, at the back of this sample-book, are half-tone illustrations of the ceilings and friezes.

The Watson, Foster Co., Limited, seem never to tire of originating some handy method to assist the retail dealer in wall paper to push and increase his business. In this respect, we think no firm on the continent have done more, and we are sure that this little sample-book and price list, which can be carried in the pocket, will be a great help to the up-to-date dealer and assist him very much, not only in taking orders from customers who cannot visit his store, but also in making a selection for his own stock.

All dealers should have one or more of these books, and, although The Watson, Foster Co., Limited, have issued a very large number, still someone may have been overlooked, and any dealer who has not received one should write to the company for it.

AN OLD-TIMER DEAD.

One of Toronto's early business men, Magnus Shewan, is dead. Deceased was born in Dunrosness, Shetland, May 4, 1816. When a lad, he engaged in the trade of fisherman with his father. When 16 he began sailing on a schooner. To America he came in 1841, settling in Toronto. He sailed the lakes for four years, and took charge of the old steamer *Transit*, running between Toronto and Niagara. In 1855 Mr. Shewan opened a bookstore in the eastern branch of the old market on King street. It was burned down. When rebuilt, his cousin entered into partnership with him, and they did business in what was called the *Arcade Bookstore*, working up an extensive trade. Deceased was the first bookseller in Canada to sell newspapers outside of the office. He sold *The Globe*, *The Patriot*, and *The News of the Week*. In 1866 the cousins dissolved partnership, Magnus retiring and entering the employ of the G.T.R. The store was moved then to the northeast corner of King and Jarvis streets. Mr. Shewan's cousin died in 1883, and the stock was purchased by a son of deceased. He sold out about three months ago. Deceased was married in 1845. He was a Liberal, and always took a great interest in public affairs.

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There is a 'knack' in the elegance of our designs and the harmonious effect of our modern, fashionable colorings that cannot be equalled and is the envy of the trade.

Our travelers are again on the road for the last trip of the season. Dealers who have not yet bought, or wish to increase their previous orders, will please drop us a line, and we will cheerfully send a traveler or a special set of samples containing all the best sellers of the season.

TRADE OUTLOOK IN WINNIPEG.

THE Christmas book trade in Winnipeg was a good one. Books are more and more looked upon as an acceptable Christmas gift, and the feeling of better times tended to the purchase of good bindings. There were many books offered in special holiday binding, of which perhaps one of the most popular was Louis Frechette's "Christmas in French Canada."

But, the book that sold with Winnipeggers was Ralph Connor's "Sky Pilot." The great personal popularity of the author (Rev. C. W. Gordon), and the reputation already attained by "Black Rock" insured a large sale in any case. But, when once the book had been read and scraps and phrases quoted from it, with one accord it was pronounced just the thing to send away for Christmas. Your correspondent traveling down Main street saw one of the large windows full of "Sky Pilots." Two days after, wanting one, I was informed that "not one was left, but a fresh supply was expected for Saturday's trade." The sweet, wholesome manliness of the Pilot, the touching story of Gwen and the speech of Bill the Bronco Buster at the church meeting, once read

will not soon be forgotten—"I cherish the opinion."

The Consolidated Stationery Company are moving into the premises just vacated by the R. J. Whitla Company. They will have additional floor space, be more convenient for their city trade and will have many additional facilities for carrying on business. Chatting with Mr. Bell, one of the members of the company, he stated that the move was needed not by any sudden influx of business but the quiet, healthy expansion in all lines.

Speaking of the book trade he stated that more and more retail houses in the West came to depend upon the Winnipeg wholesaler for their supplies. One of the best sellers of the year has been Seton Thompson's "Animals and Birds of Manitoba." Considering the price, the sale of "The Great Company" has also been large. Though early to speak of Spring trade in this line, the outlook is promising both in stationery, books and fancy goods.

E. C. H.

Mr. George Brown, Manager of the Nelson Publishing Co., of Edinburgh, and son of the founder of The Globe, visited Toronto last month, for the last time in a number of years.

MEDICINE FOR A SCRATCHY PEN.

"All pens are alike to me," said the clever young woman, "and all pens would be alike to you if you only knew how to break them in. Don't moisten your new pen between your lips before you begin to write. Don't say charms over it or squander your substance in gold pens. Take your cheap steel pen, dip it into the ink, then hold it in the flame of a match for a few seconds, wipe it carefully, dip it into the ink and you have a pen that will make glad the heart within you. It is a process I have never known to fail."—Washington Post.

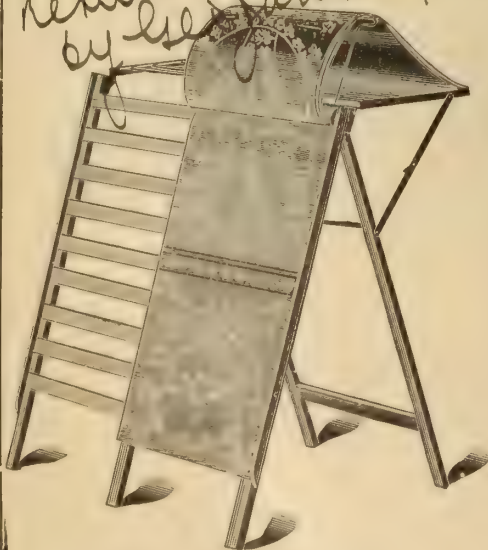
The stock of Hannay & Routh, stationers, Ottawa, has been slightly damaged by fire.

Joseph W. Allen, bookseller, stationer, etc., Dartmouth, is dead.

Reynolds & Son have succeeded Wm. E. Allen, fancy goods dealer and stationer, Ottawa.

"The past year was a very satisfactory one with us," said the manager of the Canada branch of an extensive religious publishing house, "for, while we had not books which had remarkable sales, our general business showed up so well that the year must be classed as one of the best we have ever had. The improvement shown over last year is even better than that manifested last year over former ones."

READING'S KNOCK-DOWN WALL PAPER EXHIBITOR.



The cut shows the Exhibitor set up and ready for use, with the sliding extension drawn out. It is light, strong and easily handled, and when not in use can be compactly folded up and set aside. It will hold 25 to 50 combinations at a time, showing side walls, friezes and ceilings.

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10978. *L'Ecrin Musical: Recueil de Romances, Chansons et Melodies.* Livre. J. G. Yon, Montreal.

10979. *Toronto Saturday Night's Christmas, 1899.* With six pictorial supplements. Sheppard Publishing Co., Limited, Toronto.

10980. *Le Vieux Chasseur.* Poem published in *Rod and Gun in Canada.* Temporary copyright. William Henry Drummond, Montreal.

10981. *Three Christmas Carols.* Words by Rev. C. W. Huntingford, M.A. and Rev. Arthur Montford, M.A. Music by Albert Ham, Mus. Doc. Albert Ham, Toronto.

10982. *A new light: Life and Death Defined.* Book. Robert Last Mulvaney, Brantford.

10983. *Napoli.* By Ethelbert Nevin. Op. 30. No. 3. Music. John Church Co., Cincinnati.

10984. *At Home.* June night in Washington. By Ethelbert Nevin, Op. 30. No. 4. Music. John Church Co., Cincinnati.

10985. *Christmas in French Canada.* By Louis Frechette. George N. Morang & Co., Limited, Toronto.

10986. *The Widow of Old Windsor Hall.* Military song with refrain. Words and music by Charles D. Bingham, Toronto.

10987. *The Last Match.* Photograph. Alexander Buntin, Toronto.

10988. *Shakespeare: The Man.* By Goldwin Smith, Toronto.

10990. *In Memoriam.* Words selected from the poem by Lord Tennyson. Music by Liza Lehmann. John Church Co., Cincinnati.

10991. *General Sir Redvers H. Buller, V.C., G.C.B., K.C.M.G., Commander British Forces in South Africa.* Picture. Globe Printing Co., Toronto.

10992. *Lieut.-Col. W. D. Otter, A.D.C. Commanding 2nd Battalion Royal Canadian Regiment of Infantry, now in South Africa.* Picture. Globe Printing Co., Toronto.

10993. *The Public School Drawing Course.* By A. C. Casselman. Nos. 1 to 5. Canada Publishing Co., Limited, Toronto.

10994. *Life of Rev. William Cochrane, D.D.* By R. N. Grant. William Briggs, Toronto.

10996. *48th Battalion.* Lithograph. Globe Printing Co., Toronto.

10999. *A Son of Erin.* By Annie S. Swan. William Briggs, Toronto.

11000. *Terence.* By B. M. Croker. W. J. Gage & Co., Limited, Toronto.

11001. *The Vizier of the Two-Horned Alexander.* By Frank R. Stockton. Illustrated by Reginald B. Birch. W. J. Gage & Co., Limited, Toronto.

11002. *The Canadian Almanac and Miscellaneous Directory for the Year 1900.* Copp, Clark Co., Limited, Toronto.

11003. *The Red Rat's Daughter.* By Guy Boothby. Copp, Clark Co., Limited, Toronto.

11004. *Sacred Songs. No. 2.* By Ira D. Sankey, James McGranahan and Geo. C. Stebbins. Copp, Clark Co., Limited, Toronto.

11005. *We're Brothers.* Song. Words and music by J. C. Persall, Toronto.

11006. *An Englishman's an Englishman wherever he may be.* Song. Words and music by J. C. Persall, Toronto.

11007. *Calendrier du Diocese des Trois-Rivieres pour 1900.* E. S. de Carufel, Trois-Rivieres, Que.

11008. *Calendrier du Diocese de Nicolet pour 1900.* E. S. de Carufel, Trois-Rivieres, Que.

11009. *After the Romp.* Lithograph. B. Frank Stewart, Orillia.

11011. *Amen.* Lithograph. Globe Printing Co., Toronto.

11012. *The Ontario Legal Chart, 1900.* Henry Cartwright, Toronto.

11013. *Britain, We Stand by You.* Canada's response. A song for the Canadian volunteers to South Africa. Marie Elise Touffe-Lauder, Toronto.

11014. *Belcher's Farmer's Almanac, for the Province of Nova Scotia, for the year 1900.* Hezekiah M. McAlpine, Halifax, N.S.

11016. *The Fairy School of Castle Frank.* By Grant Balfour. Book. A. Balfour Grant, Toronto.

11017. *The Canadian Doukhobor Settlements.* A Series of Letters, by Lally Bernard. Book. Mrs. Clare V. Fitzgibbon, Toronto.

11018. *The Way of Life.* Words by T. H. Gilbert. Music by Mrs. Thirza Black. Thirza Black, Toronto.

11019. *Articles Relating to the Canadian Contingent in South Africa.* Published in *The Montreal Daily Herald.* Temporary Copyright. The Herald Publishing Co., Montreal.

11020. *La Belle Marie.* Poem published in *The Gazette, Montreal.* William Henry Drummond, Montreal.

11021. *The Progressive Character of Revelation.* By Hugh S. Dougall, M.A., B.D. William Briggs, Toronto.

11022. *Expanded Metal.* Book. Expanded Metal and Fireproofing Co., Limited, Toronto.

11023. *Queer Questions Quaintly Answered; or, Creative Mysteries Made Plain*

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11025. I Can't See Where You Get On. Words and Music by Lew Sully. Arranged by Frank Lorenz. Charles O. Brokaw, St. Joseph.
11026. Back Among the Hills I Love So Well. Song and Chorus. Words by Nelson Lloyd. Music by Milton Willard. Charles O. Brokaw, St. Joseph.
11027. The Masonic Instructor. Book. Robert H. Sargent, Toronto.
11028. Poems: Old and New. By Frederick George Scott. William Briggs, Toronto.
11029. Sorrow. Story by W. A. Fraser. Published in The Varsity, Toronto. Temporary Copyright. H. H. R. Fairchild, Toronto.
11030. Dictionnaire Francais Anglais et Anglais-Francais des Mots en usage dans l'Assurance sur la Vie. Par Nazaire Payette, Montreal.
11031. Captive Memories. A Song-Cycle. Text by James T. White. Music by Ethelbert Nevin, Op. 29. John Church Co., Cincinnati, Ohio.
11032. The Mother of St. Nicholas (Santa Claus). A Study of Duty and Peril. By Grant Balfour. A. Balfour Grant, Toronto.
11033. Noels Anciens de la Nouvelle-France. Etude Historique. Par Ernest Myrand. Joseph Dominique Ernest Myrand Quebec.
11034. What We Have, We'll Hold. Lyric. By Charles D. Bingham, Toronto.
11035. Fleurs Enfantsines. Livre. Par Hermine Lanctot, Montreal.
11036. Her Cheek is Like the Tinted Rose. Song. Words by Florence Earle Coates. Music by Homer N. Bartlett, Op. 185, No. 3. John Church Co., Cincinnati.
11037. Sleep, My Jesu. Song. Words by Abbie F. Judd. Music by J. C. Bartlett. John Church Co., Cincinnati.
11038. The Mistakes of Moses. And other sermons. By Rev. William Patterson. Globe Printing Co., Toronto.
11039. Dominion of Canada and Colony of Newfoundland Gazetteer and Classified Business Directory. Might Directory Co., Limited, Toronto.
11040. Anglo-American Fraternal Marches. Music. By W. G. Workman, Ottawa.
11041. Friendship. Song and Refrain. Words and music by W. G. Workman, Ottawa.
11042. The Paraclete. A series of Discourses on the Person and Work of the Holy Spirit. By William Clark, M.A., LL.D., D.C.L., F.R.S.C. George N. Morang & Co., Limited, Toronto.
11043. A Digest of Masonic Jurisprudence. By Henry Robertson, LL.D., Q.C., Collingwood, Ont.
11044. The Man Behind the Gun. March. By John Philip Sousa. John Church Co., Cincinnati.
11045. The Nightingale's Song. Canzone de l'Usignuolo. Words by Alvin Hovey King. Music by Ethelbert Nevin. Op. 28, No. 4. John Church Co., Cincinnati.
11046. MacKinnon's Duplicating Ledger Space Bookkeeping Form. John Reavie MacKinnon, Portage la Prairie, Man.
11048. Fanny. From Chris and the Wonderful Lamp. Words by Glen Macdonough. Music by John Philip Sousa. John Church Co., Cincinnati.
11049. Wichert, Post Festum, Elz, Er ist nicht eifersuchtig. Edited with Notes by W. H. Van der Smissen, M.A. Copp, Clark Co., Limited, Toronto.
11050. Stirring Bible Studies. By Rev. T. S. Linscott. Bradley Gurreton Company, Limited, Brantford.
11051. London Times News and Views. Pamphlet re War in South Africa. London Times, London, England.
11051. Each Briton Stands Firm to His Gun. Patriotic Song. Words by Angus Nichol. Music by H. H. Godfrey. Angus Nichol, Stratford, Ont.
- 11052½. Rerum Novarum. How to Abolish Poverty—How Poverty was Abolished. By Michael Guerin, Montreal.
11053. Faith. Words by Arthur Macy. Music by G. W. Chadwick. John Church Co., Cincinnati.
11054. In May-Time. Words by W. H. Wescott. Music by Dudley Buck. John Church Co., Cincinnati.
11055. Canadian Volunteers. Waltz. By Miss F. C. Billings, Ottawa.
11056. My Old Canadian Home. Words and Music by Crawford C. Slack. Arrangement by Ethel Reynolds. Crawford C. Slack, Athens, Ont.
11057. The Educational Music Course. By Alexander T. Cringan. Book III. The Canada Publishing Co., Limited, Toronto.
11058. The Canadian Grain and Flour Directory. By John Seaborn, Toronto.
11059. A Treatise on the Canadian Law of Conditional Sales of Chattels and of Chattel Liens. By W. J. Tremear. R. R. Cromarty, Toronto.
11060. Burman's Parish Index Record. Book. R. D. Richardson & Co., Winnipeg, Man.
11061. Up With the Flag. Words and music by Joseph George Parker, Toronto.
11063. Dat Man's All Mine. Song. Words and music by J. A. LeBarge. Draper Music Publishing Co., Toronto.
11064. My Darlin' Darkey Gal. Song. Words by Chas. Dedrickson. Music by Will. F. Tasker. Draper Music Publishing Co., Toronto.
11065. The Union Jack of Old England. Song. Words and music by Charles Williams. Canadian American Music Co., Limited, Toronto.
11066. America's Looking On! Song. Words by Albert Hall. Music by J. E. Ridsdale. Canadian American Music Co., Limited, Toronto.
11068. For Canada and Empire; or, Tell Her the Story. Song. Words by Norman S. Rankin. Music by J. S. Doolittle. Norman S. Rankin, Montreal.
11069. What We Have We'll Hold. Song. Words and melody by James Luther. Arranged by A. C. Wurtele. Whaley, Royce & Co., Toronto.
11071. The Good Samaritan. Song. Words by James Montgomery. Music by G. W. Chadwick. John Church Co., Cincinnati.
11072. At Rest—But Ready. Waltz. By W. J. Ryan, Battleford, Saskatchewan, N.W.T.
11073. The Lieutenant - Governors of Upper Canada and Ontario, 1792-1899. By D. B. Read, Q.C. William Briggs, Toronto.
11076. Hail Canada! Fair Canada! Patriotic song. Words and music by J. I. Manthorne, Toronto.
11077. D. J. Gillon's Map of Part of Seine River. D. J. Gillon, Fort Frances, Ont.
11078. 1900. Souvenir of the Holy Year. The Catholic Almanac of Ontario and Clergy List. Mrs. Emma O'Sullivan, Toronto.
11079. A Message. Song. John Miller, Middlesex, N.B.
11081. A Bit of Atlantis. By Douglas Erskine. Illustrated by H. Julien and R. G. Mathews. A. T. Chapman, Montreal.

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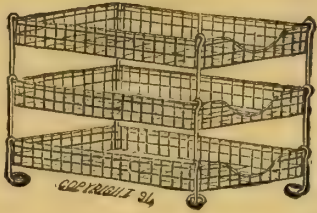
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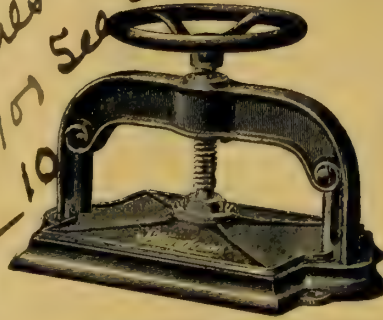
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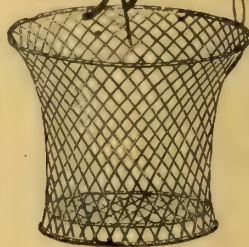
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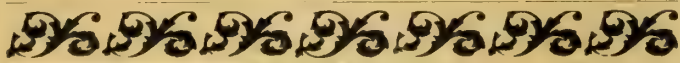


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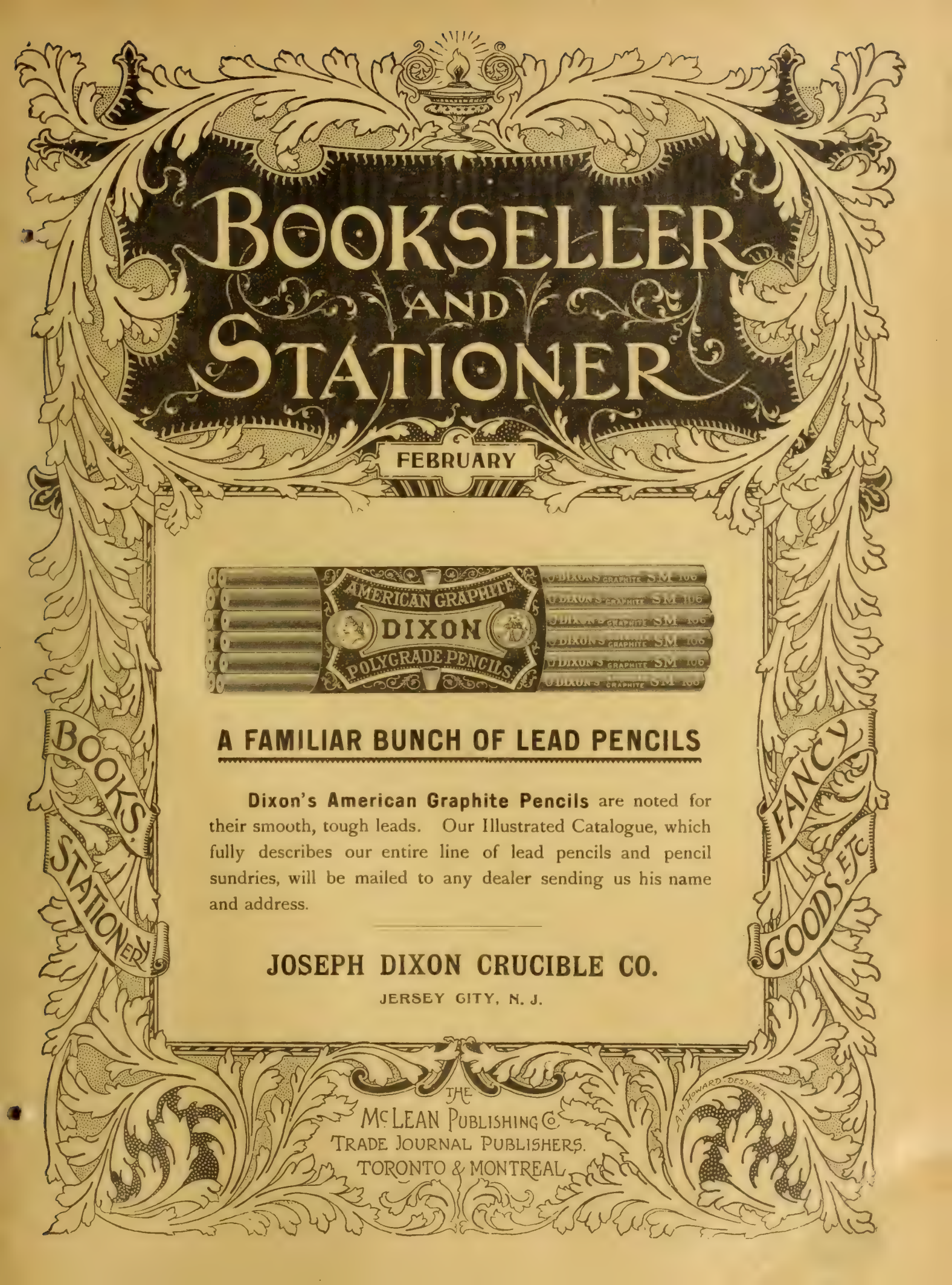
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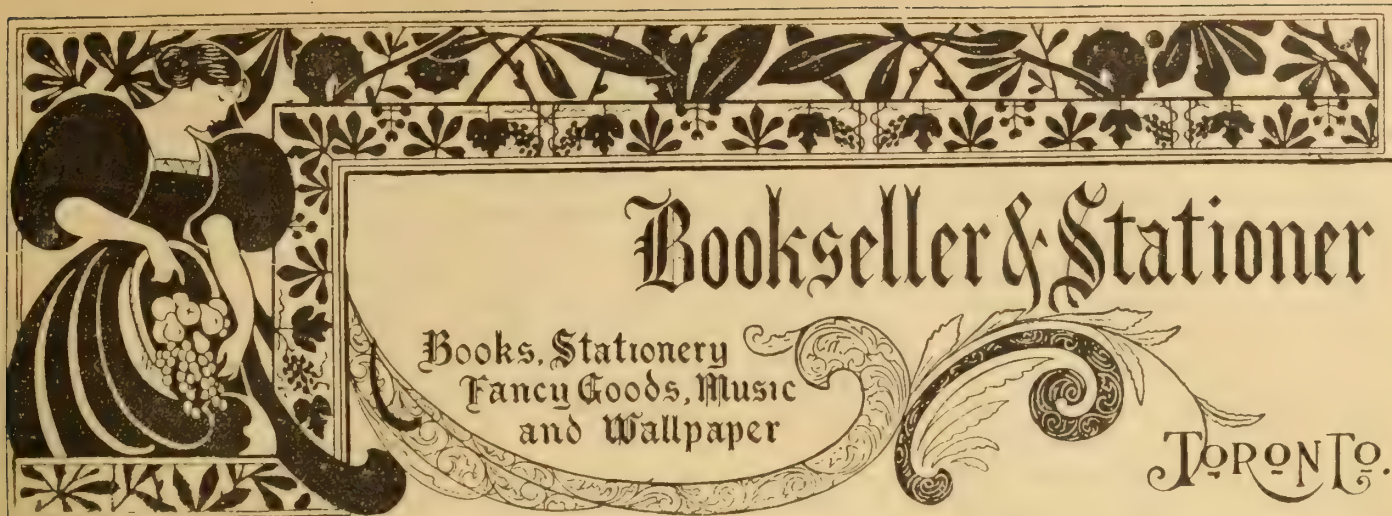
Last year our import business was very gratifying to us, not only because it was by far the largest volume we have ever had, but more especially because our travellers report that our customers did especially well with the goods. For this season we have taken great pains to collect together the handsomest line of samples ever shown, and we respectfully ask you to wait until you have an opportunity of inspecting them. Samples are arriving daily, and our collection will be ready and on the road early in March.

Warwick Bro's & Rutter

*Importing and Manufacturing
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TORONTO



CURRENT NOTES AND COMMENTS

OF INTEREST TO THE TRADE.

The State of Trade.

The opening weeks of the year are not usually noted for brisk business, especially in books, so that trade reports cannot just now give much idea of what the Spring may be like. So far we hear nothing that indicates a poor season. In England the war has certainly caused a considerable falling-off in sales of books. The readers of books there have turned to newspapers and periodicals. In Canada, also, there has been a decided increase in the circulations of newspapers and illustrated periodicals. But the conditions here and in England are different. The sales of expensive books were never so large here, so that the diversion of cash to periodicals does not produce a marked effect on book sales. We would be surprised, therefore, if the war injured our trade to the extent it is reported to have done in Great Britain. In fact, it is improbable. The British dealers, however, are making up to some extent by the demand for books on South Africa. Our city dealers have also done well in that line. But the most popular works, such as Bryce's "Impressions," or Fitzpatrick's "Transvaal From Within," are too high in price for the English editions to have a wide sale with us. The trade will doubtless see the advisability of working the demand for war books to its fullest extent by making an effort to keep a sufficient supply

of maps, periodicals, books, etc., both for regular and casual customers.

* *

British Columbian Dealers.

A correspondent of this journal, who visited a number of points in British Columbia some months ago, spoke in high terms of the book and stationery shops he found there. They were well conducted, and those in charge of them were evidently alert, progressive and competent men. In this issue will be found some account of a few dealers, a description of whose enterprise will, we hope, prove interesting as well as instructive to our readers in Eastern and Maritime Canada. The towns and cities in British Columbia are not as large in point of population as similar places in this part of the country, but, whether it be that the spending of money is on a more generous scale, or that there is a more general demand for high-class stationery, the fact remains that the trade there is flourishing, and is a decided credit to the country.

* *

An Experiment.

In some respects the issue of Thackeray, Dickens and other standard works printed on the India paper is an experiment. It is quite curious to see a book of nearly 1,000 pages in long primer type compressed into a volume half an inch thick. Although thin, the paper is opaque and very light. Each

volume slips into an inside pocket with ease. One can carry three or four of the volumes about one without inconvenience. Will the new idea spread and revolutionize book-making? The book collector knows that one of the chief obstacles to a collection is to find the space to put them in. Shelves become overcrowded, and, as the years go on, a library becomes a burden to any but a large house. The books on India paper, however, are small, compact and light. Supposing their issue becomes general, what stimulating effect may we expect it to have on the buying habit? The success of these new editions should be watched with some attention, for they might displace the bulkier editions of the same authors.

* *

Good Advice.

There is wisdom in the comments of a New York contemporary upon the stationer's duties at the beginning of a new year: "Every stationer in the country, large or small, should close his books annually, take account of stock at cost and make up prices based upon the present cost of goods. Throwing out all unsalable stock, they should be placed upon a bargain counter and sold, even at a sacrifice. Hoarding up unsalable goods and looking upon them as assets is a mistake; they are only worth what they will bring at forced sale. At least once a year cash should be realized on all dead stock either through special advertising or having salesmen visit certain parties who might use them at some price. Within the past two weeks of the new year a trial balance should be in the hands of interested

parties before making purchases for the Spring season. Wherever machinery is used it should be overhauled by an expert, and necessary alterations made; consider the cost of the skilled mechanic and assistant in charge of the machine, and if found unprofitable, exchanges either at printing office or bindery for up-to-date apparatus should be made without delay. Many of the failures in the printing and bookbinding line during the past year have been brought about by using obsolete and old-fashioned machinery." So, too, the bookseller who allows old stock to load up his shelves instead of clearing them out at reduced prices will also make a mistake.

BEST SELLING BOOKS IN JANUARY.

MONTREAL.

1. "Janice Meredith."
2. "Red Pottage."
3. "A Lunatic at Large."
4. "Richard Carvel."
5. "The United Kingdom."
6. {"Impressions of South Africa,"
"The Transvaal from Within."}

ST. JOHN, N.B.

1. "Richard Carvel."
2. "The Orange Girl."
3. "The Sky Pilot."
4. "David Harum."
5. "Kit Kennedy."
6. "No. 5 John Street."

OTTAWA.

1. "Kit Kennedy."
2. "Builders of Nova Scotia."
3. "Via Crucis."
4. "Parson Kelly."
5. "The Transvaal from Within."
6. "The Habitant."

HALIFAX.

1. "Janice Meredith."
2. "Chronicles of Aunt Minervy Ann."
3. "Red Pottage."
4. "The Boer War."
5. "Britain and the Boers."
6. "The Red Rat's Daughter."

WINNIPEG.

1. "Red Pottage."
2. "Janice Meredith."
3. "The United Kingdom."
4. "Impressions of South Africa."
5. "Oom Paul's People."
6. {"The Sky Pilot,"
"Via Crucis."}

ENGLAND.

1. "Red Pottage" (Arnold, 6s.)
2. "The King's Mirror" (Methuen, 6s.)
3. "Stalky & Co." (Macmillan, 6s.)
4. "The Human Boy" (Methuen, 6s.)
5. "A Corner of the West" (Hutchison, 6s.)
6. "One Hour and the Next" (Methuen, 6s.)

SCOTLAND.

1. "The Transvaal from Within" (Heinemann, 10s. net.)
2. "Red Pottage" (Arnold, 6s.)
3. "Gilian the Dreamer" (Isbister, 6s.)
4. "The Last Boer War" (Kegan Paul, 1s.)
5. "Impressions of South Africa" (Macmillan 6s.)
6. "Studies of the Portraits of Christ" (Hodder, 6s.)

NEW BRITISH BOOKS.

London, January 31, 1900.

THE coming fiction by popular writers promises to be as abundant as ever. I have compiled a list of the tales now running serially in the principal magazines. The novels will not appear until the Autumn, or later, but, as they are written by authors whose books usually circulate in Canada, you will know what you may expect :

"The Strong Man," by Robert Barr. Windsor.
"Tommy and Grizel," by J. M. Barrie. Scribner's.

"The Alabaster Box," by Sir W. Besant. Leisure Hour.

"The Woman of Death," by Guy Boothby. Royal.

"Life's Trivial Round," by Rosa N. Carey. Girl's Own.

"The Half Hearted," by John Buchen. Good Words.

"Long Live the King," by Guy Boothby. Windsor.

"The Bath Comedy," by Egerton Castle. Temple Bar.

"Of Royal Blood," by W. Le Queux. Chambers.

"The Isle of Unrest," by H. S. Merriman. Cornhill.

"The Flower of the Flock," by W. E. Norris. Temple Bar.

"The Hosts of the Lord," by Flora A. Steele. Pall Mall.

"The Married Miss Binks," by John S. Winter. Woman At Home

New novels now in the press, or just out, are Winston Spencer Churchill's "Savrola : A Tale of the Revolution in Laurania" ; "The Waters of Edera," by Ouida ; "Yeoman Fleetwood," by M. S. Francis ; "The Lost Continent," by Cutcliffe Hyne ; "The Seafarers," by Bloundelle Burton ; "The Unchanging East," by Robert Barr.

MISCELLANEOUS.

Mr. Arthur Goodrich is publishing with Messrs. Pearson a popular history of South Africa.

Mr. John Glyde has written a biography of Edward Fitzgerald, famous for his "Rubaiyat" of Omar Khayyam.

There is a prospect of a new book by Mr. George Meredith during the Spring. It is understood to be verse, not a novel.

There has just appeared the first number of a "Monthly Guide to Periodical Literature." It aims at being an index to all current literature.

"Tennyson as a Religious Teacher" is the title of a volume by Mr. Charles F. G. Masterman, which Messrs. Methuen are about to publish.

The biography of Coventry Patmore has now been finished, and should be out by

March. The material which the poet left included a diary that he had kept for some years. There were other papers, too, yielding chapters of autobiography and much interesting correspondence. Patmore was in touch with most of the literary chiefs of his time—with Newman, Manning, and other celebrities.

TRADE NEWS.

At a meeting of the creditors of Rowsell & Hutchison, Toronto, February 8, Mr. Clarkson, the assignee, read a statement of the condition of the estate, showing liabilities of \$22,000 and nominal assets of about \$18 000. Messrs. Alex. Buntin, Brown and McInnes were appointed inspectors, and were instructed to wind up the estate or to make any disposition of it which would best secure to the creditors a reasonable dividend upon the amount of their claims. The creditors are almost entirely Canadian houses.

Andrew B. Clark, of Clark Bros. & Co., wholesale stationers, Winnipeg, died, much regretted, last month. Mr. Clark was the senior member of the firm, Mr. Douglas A. Clark and one other brother, now in the east, constituting the company. Deceased leaves a wife and one child. The body was sent east for interment at Montreal, where only last Spring Mr. Clark conveyed the body of his father, who died suddenly in Winnipeg.

The wholesale booksellers and stationers section of the Toronto Board of Trade elected these officers for the present year : Chairman, W. J. Gage ; deputy chairman, Richard Brown ; secretary-treasurer, Edgar A. Wills ; executive committee, H. L. Thompson, president the Copp, Clark Co., G. R. Warwick, of Warwick Bros. & Rutter, A. S. Irving, president Toronto News Co., D. A. Rose, of the Hunter, Rose Co., Rev. William Briggs, of the Methodist Book Room. Mr. Irving was nominated for the council. Messrs. W. P. Gundy and George Spence were elected members.

TRADE AT WINNIPEG.

The usual sale of fiction for the month has been somewhat curtailed by the almost insatiable demand for everything pro and con on the South African question. Anything in the shape of reliable maps find ready sale.

The Consolidated Stationery Co. are settled in their new quarters. They lost considerable of their reserved stock in the fire which occurred in their old premises just as they were moving ; loss covered by insurance.

BOOKS AND PERIODICALS.

CANADIAN BOOKS AND WRITERS.

A NEW Canadian story, said to be one of exceptional strength, is announced for issue by William Briggs this Spring. It is a story of the fierce feuds between the Hudson's Bay Company and the great North-West Company, and is entitled "The Lords of the North." The American edition will be published by J. F. Taylor & Co., of New York. The writer is a brilliant young woman, a Canadian, who has spent some years in journalistic work in the Northwest and British Columbia. Miss Laut was one of the first of her sex to enter the mining district of Slocan, going in as a correspondent of a New York paper. Subsequently, she was engaged on the editorial staff of The Winnipeg Free Press. She has traveled extensively through the Northwest, and, during these years, by observation and study, collected the material for her story, which the publisher considers will rank as one of the strongest and best yet written in the country.

* *

A Canadian copyright edition of Dr. Parkin's new book, "The Making of the Empire," is to be issued this Spring.

* *

Mr. A. R. Carman, Montreal, has an article on "Radicalism and the Imperial Spirit" in the January Contemporary Review.

* *

Mr. J. A. T. Lloyd, one of the masters in Upper Canada College, contributes a short story called "The Grey Wolf" to The Cornhill Magazine for January.

* *

J. M. Dent & Co. will publish the English edition of Dr. Rand's "Treasury of Canadian Verse." No better man than Dr. Rand could have been found to make a judicious selection from the poets of Canada, and we believe the book will excite no little attention in Great Britain. The Canadian edition is expected to be ready by April.

* *

The Canadian edition of Chas. G. D. Roberts' new book of short stories, "By the Marshes of Minas," will be ready this month. The stories in this volume all deal with that romantic period in Canadian history when the French were making their last struggle to retain their hold upon the peninsula of Acadie — now called Nova Scotia. A number of the characters in "A Forge in the Forest" and "A Sister to

Evangeline" are introduced. Such titles as "The Ramparts of Port Royal," "Brown Witch and Black Abbe," "Grul's Gift" and "The Blue Dwarf of Belle Mare" remind one of the earlier tales, and promise good reading.

* *

The Misses R. and K. M. Lizars, who wrote "In the Days of the Canada Company" and "The Humors of '37," have completed a novel which will appear in Canada by Morang & Co. next month, and in England from the press of a London firm. The tale describes life in an Anglican parish in Ontario, pictures the various grades of society to be found there, and is altogether a clever view of our rural social conditions. The title of the book is "Committed to His Charge."

* *

ANOTHER
COPYRIGHT
INFRACTION.

Through an anomaly of the law regarding copyright translations from the United States, difficulties are sometimes cropping up on account of over-eager but not over-scrupulous firms who rush a kind of privateering edition of some popular novel into the market, while the more solid and properly accredited edition is making ready for its voyage. A recent instance of this occurrence is connected with Little, Brown & Co's edition of Sienkiewicz's great novel "Knights of the Cross." As is well known Little, Brown & Co., of Boston, are the firm recognized by the author and the public as those who handled the books of the former in the United States, in which they have the cooperation of Jeremiah Curtin, the very capable translator of Sienkiewicz. The latter has again and again written Little, Brown & Co. stating that he regards them and Mr. Curtin as his exponents on this side, and does not give countenance to any other version or edition of his works. But the large sale of "Quo Vadis" and other works at once demonstrated that in Sienkiewicz there was something to be exploited, and it was not long before a scratch edition of the work was hurried out to meet the public demand, though, as in this instance, it did not precede the authorized edition. With regard to the new novel the "Knights of the Cross," it has been for some time running as a serial story in Poland and is not yet completed. Little, Brown & Co., in Boston, and George N. Morang & Co., in Canada, are, however, issuing the first half of the work in book form in one volume,

and as soon as the story is completed they will publish the remainder in a second volume. Meanwhile a New York firm has published a two volume edition of "Knights of the Cross," which, while it contains a little more of the story than the Boston edition, does not present it by any means in complete form. Under these circumstances it is plain that the trade and the public will find it to their interest to adhere to the authorized edition which, when its two volumes are issued, will not have the disadvantage of incompleteness, but will have the imprimatur of the author's approval. As a matter of fact, in Canada they will have to do this unless they wish to expose themselves to legal action, as Morang & Co. have obtained copyright, and the provisions of the Canadian law will enable them to seize any other edition as contraband.

MORANG'S
NEW BOOK.

In his great work the "Knights of the Cross," Henryk Sienkiewicz has produced a story which will be the delight of those who know him in "Quo Vadis." There is the same strength of situation, the same heroism, the same atmosphere of a romantic past. Here, instead of decadent Rome, we have Poland in its great struggle with Germany in the early middle ages. Christianity has made considerable advances in Poland, but has not yet entirely displaced the old Pagan beliefs. In the deep recesses of the northern forests unclean spirits still linger, and the cloven foot of His Satanic Majesty is occasionally traced by the trembling serf. The rude castles of that date stud the grim landscape, and on the ill-made roads move the knightly cavalcade in search of adventure. Amidst such scenes as these, the genius of Sienkiewicz finds its natural habitat and gives the reader his fill of dramatic situations, knightly combats, and as sweet a love story as he has yet written. It is a true recreation to retire from the prosaic realities of existence into the romantic region to which Sienkiewicz takes us in this book. While the story element is exceedingly strong, the character-painting, done in bold and emphatic strokes, places before us a number of men and women in a way that gives much enlightenment as to the manners and customs of the Northeast of Europe at the date of the story.

George Meagher's "Lessons in Skating" has proved to be a timely little book and is selling well. The art of skating is fully expounded in the text and in the illustrations by this champion figure-skater. From the simplest movements on the ice to the most complicated figures the reader is taken, and the practical nature of the advice, accompanied by diagrams, proves

BOOKS AND PERIODICALS—Continued.

of the greatest utility to clubs and organizations, as well as individual skaters.

One of the most sumptuous as well as deeply interesting publications to book lovers and art lovers that has yet been issued here is an edition of "The Life and Letters of Sir John Everett Millais." It appears in two volumes, with 319 illustrations, including nine photogravures, gilt-top, and boxed, retailing at \$9. The work is not only, in some respects, a survey of English art to-day as exemplified in Millais' own pictures, but it touches also upon many notabilities of the time.

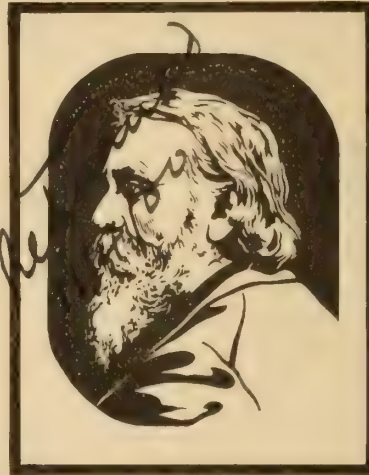
In "The English in Africa," by Hon. David Mills, which will shortly be published by George N. Morang & Co., we find something a little more solid than some of the hurried literature on Africa, and especially South Africa, which is now to some extent flooding the market. Mr. Mills has had access to numerous sources of information and he has given much time and attention to the preparation of this volume. The result is that he has given us a work in which the various colonies of Britain in Africa, and the "spheres of influence" which she controls are comprehensively treated. We have the history of the Soudan and the occupation of Egypt; the colonization of East-Africa and the disputes with the Germans on the West. And, as a matter of course, the South-African situation is treated in considerable detail. One thing that the author very clearly shows is that Britain cannot be charged with the selfish land-grabbing of which she has sometimes been accused. That the French, who are continually accusing us of this selfish aggrandizement, are themselves the greatest sinners in this respect, no one can deny, who makes himself acquainted with the facts given by the Minister of Justice in this treatise. The price will be \$1.50.

THE GAGE CO.'S NEW BOOKS. In "The White Terror" Mr. Gras paints with singular vividness the more familiar events of the French Revolution in Paris. The story of the heroine's protection, by humble friends, from factional hate and from the murderous Calisto, forms a romance extraordinary in its sympathetic quality and dramatic power. Her story and the tale of her friend Pascalet's adventures in the Napoleonic wars make a romance which throbs with life and holds the reader tense with suspended interest. The enthusiastic reception given to this new romance is very gratifying to the publishers, W. J. Gage & Co. In paper 75c., and cloth at \$1.25. The publishers are to be complimented on the attractiveness of their edition which was pronounced (by a large American publish-

ing house) to be one of the most tasty cover designs of the season. It was drawn and designed by Mr. F. Owen, and shows real artistic taste.

"The Lunatic at Large." The object of the book is to raise a laugh, and the author succeeds. A sane man is confined, through a plot against him, in a lunatic asylum. The sparkling dialogue, the funny situations, the frisky atmosphere, all tend to make the book enjoyable. In all, it makes one of the best bits of light reading for the year. We are informed by the publishers, W. J. Gage & Co., that they will be shortly going to press with the fourth (4th) edition, which speaks well for the popularity and selling quality of the book.

"The Crown of Life." Some authors are like wine, they improve with age (extract from a review by one of our leading papers), and Mr. Gissing is evidently one of this class. This is by all odds the best thing



he has produced. He has put good honest work into it and has produced a book of which very few, if any, of the living writers of fiction would have cause to be ashamed. The principal characters are not mere lay figures, but real men and women. W. J. Gage & Co. issue this novel, like so many of their other books, in the \$1 and 50c. editions, which are so easily handled by the bookseller. The work is sure to have a wide sale and many readers.

"The Vizier of the Two-horned Alexander," being Mr. Frank R. Stockton's latest addition to his already large list of successes, which his host of admirers will hail with pleasure. Mr. Reginald Birch's graceful illustrations, showing the vizier and his companions in costumes of the various lands and ages add much to the book's charm. Handsomely bound in paper at 50c. and cloth at \$1 by the Canadian publishers, W. J. Gage & Co.

"Terence." It is a relief to turn from the plethora of Scotch tales to a lively Irish story such as "Terence," by Mrs. B. M. Croker, who, by this, her latest book, adds

to her already high reputation as a writer of modern fiction. Both hero and heroine are very different from the stereotyped characters so common in fiction, and the other figures are well drawn. "Terence" is a decided novelty and one of the most entertaining novels of the year. W. J. Gage & Co. have just issued a Canadian edition, cloth \$1 and paper 50c., which is having a very large sale.

"Houses of Glass," written by Dr. James Algie, under the nom de plume of "Wallace Lloyd." Dr. Algie is a native of Canada, and this, his latest work, has received probably more complimentary notices than any book published for some time. We are pleased to hear that it is having a large and constantly-increasing sale, and the Canadian publishers, W. J. Gage & Co., will shortly find it necessary to go to press with the third (3rd) edition.

John Lovell & Son have three new publications. "Snow's Legal Compendium for 1900" is just out, and the general table of contents comprises a good deal of new matter. Especially may be mentioned: Annual Index Digest of all Canadian Decisions; Annual Digest, Canadian and English Practice Cases; Marriage and Divorce in Canada; Laws of Inheritance Taxes in all the Provinces; Article on the Notarial Profession in Quebec; Procedure for the Incorporation of Companies under the Dominion and Provincial Acts, by C. H. Masten, Esq., barrister, etc., Toronto. The book, which has a clear and detailed index, is handsomely bound; and the headings and sub-headings of the various parts facilitate the ready finding of information.

"Lovell's Commercial Compendium for 1900," price \$3; 8vo., 635 pages, contains a mass of valuable information. The general table of contents contains the following: Summary of the Laws of all the Provinces; Bank Act, Annotated; Bills of Exchange, Annotated; Chartered Accountants; Commercial Law of Dominion; Commissioners for Taking Affidavits to be Used in the Various Provinces; Customs Tariff; Incorporation of Joint Stock Companies; Insurance Law of Canada; List of Banks and Branches; Notarial Profession in Province of Quebec; Patents, Trade Marks, Designs and Copyrights; Private Bills of Procedure, Dominion Parliament; Procedure for the Formation of Companies Under Dominion and Provincial Acts; Succession Duty Acts of each of the Provinces of Canada (with preface). The type throughout is small but clear.

The annotated edition of the "Charter of the City of Montreal," by F. L. Snow, law librarian and Samuel Clay, advocate,

NEW GREAT BOOK

By Henryk Sienkiewicz

His most important since "Quo Vadis"

THE KNIGHTS OF THE CROSS

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The MacLean Publishing Co., Limited,

MONTREAL and
TORONTO.

BOOKS AND PERIODICALS—Continued.

is just out. It contains both text and index in English and French, page for page, and covers 500 pages. It is printed on good paper, with large plain type.

The Poole Publishing Co., of Toronto, who made quite a hit during 1899 with moderate-priced editions of the Charles M. Sheldon books and other popular publications, are announcing an ambitious and interesting programme for 1900.

To begin with, they have a Canadian edition, in cloth and paper, of "Baldoon," by Le Roy Hooker. It has already been warmly



LE ROY HOOKER.

received by the Canadian reviewers in the United States cloth edition. "Baldoon" is a wholesome, humorous tale of excellent literary finish. The author wrote it before "David Harum" took the public by storm, but, naturally, it has been compared with "David," and loses nothing in the comparison. It is really a better piece of literary work than Mr. Westcott's book. It is full of keen humor of a higher class, and, what is more, it depicts Canadian types in no merely local manner, but with a brightness and comprehensiveness which entitle it to be read all over the Dominion. "Baldoon" should make a strong run. As a story, it lacks neither incident nor sustained interest. It combines the qualities of a book that a man buys on the train to amuse himself with and one that is taken into the home.

Another book of much importance at the moment, which Mr. Poole is publishing, is "The Life of D. L. Moody for the People,"



shows, is attractive and well turned out. Over 30 illustrations embellish its pages,

covering the outstanding features in Mr. Moody's career, home life and religious experiences. Its circulation will probably be very large, as Mr. Moody had a powerful influence in Canada, was known here quite as well as across the line, and his was a potent name in thousands of Christian households.

"The Mistakes of Moses" and other sermons, by Rev. William Patterson, pastor of Cooke's Presbyterian Church, Toronto, is a volume that is making its mark. The success of religious books is known to be of a permanent character, while popular novels have their day and cease to be. Mr. Patterson is a terse, vigorous and eminently clear writer. Without relying upon rhetoric in style, his pulpit utterances are striking and impressive, practical without degenerating into the commonplace, telling without sensationalism. The volume, therefore, is timely, as meeting an actual demand for a popular book of Canadian sermons. There are 20 different discourses on questions that meet one in everyday Christian life.

Another book, akin to this, and yet distinct from it in scope, is a volume of helpful reflections on the religious life, by Rev. Charles A. Eaton, M.A., of the Bloor Street Baptist Church, Toronto. Mr. Eaton is noted as a young man of fine ability, eloquence and spiritual vitality. He says, in a brief preface, that "these little messages were given from week to week in a Sunday leaflet to my congregation." They are worth republishing, and form a kind of vade mecum for the practical Christian, who will appreciate their incisiveness, spiritual insight and almost epigrammatic terseness.

Mr. Poole is well-known to booksellers as the publisher in Canada of the eight Sheldon books that have had such an enormous sale. They appear not only in neat paper covers at 15c. each, but also in bright-colored, attractive cloth at 30 and 50c. each, and at \$2 (retail) and \$3.25 (retail) the set. This, with the liberal discount given the trade, makes them a desirable line to push.

Two Canadian books for young people, which had, during the holidays, and are having still, a good continuous sale, are "The Fairy School of Castle Frank" and "The Mother of St. Nicholas (Santa Claus): A Story of Duty and Peril," by

Grant Balfour. The former contains a series of readable little modernized fables conveying useful moral lessons, and the latter is a vivid tale founded on the Roman persecutions of the early Christians. Both are admirable little books, creditable to Canadian workmanship.

The only posthumous book left by the author of "David Harum," namely, "The Teller," likewise came from the Poole press last season. It is a mere episode in banking life, a clerk's defalcation, the punishment of the wrong man, a lover's bitterness, and finally a straightening out of the tangle. The tale, brief as it is, is a capital one.

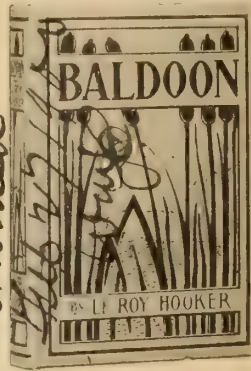
All the Poole editions, while not too expensively turned out, so as to make a high price necessary, are conspicuous for their neat appearance and salable qualities.

A third edition, revised, of Rev. Dr. Gregg's "Short History of the Presbyterian Church in Canada," is likewise issuing from the Poole press. Dr. Gregg, who is known as the painstaking and accurate historian of this Canadian church, has produced a clear and readable outline of the union of the various Presbyterian bodies in Canada, condensing his information in a very valuable way and at the same time making an attractive narrative. In the appendix the author brings the work down to date and refers to the Century Fund. The edition in cloth, 270 pp., illustrated, retails for 75c., and, besides Presbyterians, there will be copies wanted for libraries, etc.

WM. BRIGGS' Among the many good books secured for the Canadian market this Spring by William Briggs are: J. A. Stewart's "Wine on the Lees," Cutcliffe Hyne's "The Lost Continent," Merriman's "The Isle of Unrest," and Mark Ashton's "She Stands Alone." A new story by Marie Corelli, also is announced.

William Briggs has arranged for a Canadian edition of Bryce's "Impressions of South Africa." In this work Mr. Bryce traces with great minuteness the history of the Boers, the annexation of their country to Great Britain, and the return of the country to the Boers in 1881. He gives a true and faithful picture of the South-African country and its people, just as they appeared to him from careful study and close observation. It supplies the reader with all the information needed to understand the reason for the present trouble with the South-African republics. The London Daily Mail remarks: "Here is a book on South Africa practically beyond the possibility of adverse criticism." The London Daily Chronicle declares it: "The strongest and sanest book on African affairs that has yet been written."

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trade this Spring a new illustrated edition of David Livingstone's "Missionary Travels and Researches in South Africa," at 70c. It is a volume of 617 pages, with numerous fine full-page half-tone plates from photographs. This is bound to be a good seller. Dr. Livingstone's terrible indictment of the Boers—their cruelty, their cunning and their deadly hatred of the English—is especially striking.

"The Canadian Hymnal"—the popular song-book for Methodist Sunday-schools and social services—has been issued in a new enlarged edition. Some 40 new hymns have been added to the book, giving a range of 488 hymns. The enlargement of the book has caused a slight advance in price. The music edition will hereafter sell at 60c.

Miss Sara Micker, Toronto, has prepared a harmony of the four Gospels in their relation of the story of our Lord's death and Resurrection. It is entitled "The Story of the Cross as told by the Four." The actual words of the sacred writers are used, and are so introduced and harmonized as to give a consecutive narrative in chronological sequence of the Crucifixion and Resurrection. It is being published in good time for the coming Easter.

A new edition of Dr. Withrow's story of the War of 1812, entitled "Neville Trueman, the Pioneer Preacher," has just been issued.

Mr. S. B. Gundy, manager of the wholesale department of the Methodist Book & Publishing House, is on his way home from his annual visit to the English market. He has secured for the house many taking lines and has arranged with the publishers for some of the most promising books of the year. He writes that the war is occupying the attention of the people to a degree that almost paralyzes business. The temper of the British public is aroused to a pitch that will be satisfied little short of "Kruger's head" when the war is brought to a conclusion.

The committee having in charge the selection of the books of the Epworth League Reading Course for 1900-1901, have decided upon Millar's "Canadian Citizenship" as one of the four books. The course is a popular one with the Methodist young people. Of this year's set (four books in box at \$2), 2,000 were printed, and are now nearly all sold. We wish some means might be had of getting Mr. Millar's excellent little work before the young people of the other churches. Every young Canadian should read it.

Recent events have been knitting more closely together the widely separated parts of the British Empire. Tommy Atkins

seems well pleased to have Australian trooper, South-African rifleman and Canadian rough-rider fighting shoulder to shoulder with him. All this should quicken the interest of each of the federated nations in the others, and the authors and publishers will feel the benefit. Ralph Bolrewood's new story, "Babes in the Wood," appears at an opportune time. He is the best known of Australian writers, and Mr. Briggs is fortunate in having secured his book for Canada at this opportune time.

A new book by Joseph Hocking, "The Purple Robe," will appear this Spring. The Canadian edition will have the imprint of William Briggs.

The author of "Dwellers in Gotham," Rev. J. W. Johnston, D.D., is at work on another story, which will be published early in the coming Summer. Dr. Johnston is a Methodist clergyman, stationed in Meriden, Conn., and is said to be a brilliant preacher. Caustic wit, piquant conversation and clever repartee are prominent features of his stories.

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The same publishers are also preparing to bring out Canadian editions of "The Realist," by Herbert Flowerdew, a novel which is meeting with no small amount of success in London at the present time, and also of "Vivian of Virginia," by Hulbert Fuller. The latter is described in its subtitle as being the "Memoirs of Our First Rebellion," by John Vivian, Esq., of Middle Plantation, Virginia, and is a stirring and accurate account of the famous Bacon Rebellion. In this romance, instead of using history as a background for the exploits of the hero, the author used the hero to bring out history and the interesting events of those early days in Virginia. The author has preserved the language and customs of the times admirably, and, as The Denver Republican truly says, "We shall have to search far to find a better colonial story than this."

The Copp, Clark Company, Limited, will

also publish shortly a new paper edition of "Pierre and His People," which will be followed by new paper editions of Mr. Gilbert Parker's other works in uniform binding. The cover is a most handsome one, and reflects great credit upon the enterprise of the publishers. The design is a glimpse of a pine forest, strikingly outlined in two shades of red upon a light background. There is little doubt that their appearance in this attractive and appropriate garb will give a fresh stimulus to the sale of Mr. Parker's works in Canada.

By the time this issue of THE BOOKSELLER AND STATIONER reaches its readers, the travelers of The Copp, Clark Co., Limited, will have started on their import book trip. Their samples show a great variety of beautiful and valuable books of all kinds. In the children's toy books, military subjects promise to be very popular, and, in some of them, much care has been taken to have the uniforms correct in all details. The R.T.S., Nelson, and Blackie juveniles are quite up to the standard of these reliable houses, and appear to be better value than ever; while the list of Mr. Henty's books for boys, both in the English and Canadian editions, is steadily increasing. There are the usual lines of poets and other books in fancy binding, together with some new ones which will be found very suitable for the Christmas trade. Of the Oxford Bibles, prayer books, hymn books, etc., nothing need be said; the name Oxford is in itself sufficient guarantee. There are also the usual annuals.

The phenomenal sale of "Janice Meredith" and "Richard Carvel" still continues without any apparent abatement. "Richard Carvel" is now in its three hundred and thirtieth thousand, and early in January "Janice Meredith" had reached its two hundred and third thousand, and that inside of three months, making probably the most remarkable record ever known, for that space of time. In New York, one Sixth Avenue departmental store sold 500 copies in one day during the holiday season.

But the man who is a bookman as well as a bookseller will be even more pleased to hear of the success with which Goldwin Smith's "United Kingdom" is meeting, not only in Canada, but also in Great Britain and the United States. The words of Professor H. Morse Stephens in The New York Times Saturday Review must be most gratifying to every Canadian. He says: "Mr. Goldwin Smith's 'United Kingdom' must take rank as his masterpiece of literature. * * * There is not another writer to-day, whether he be trained historian or man of letters, who could have accomplished what Goldwin Smith has done in the space

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"In the Land of the Boers," by Oliver Osborne, is the title of a new work which Everett & Co. are shortly publishing. It is an account of 10 years' experiences by the author in various parts of South Africa, notably in the Transvaal Republic and the Orange Free State. Mr. Osborne stayed for some weeks with President Kruger.

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11151. The Goodwin Method, Section I, A History of Canada (Lesson A) Primary Chart. A History of Canada (Lesson A, B, C, D and E). Eli Nash Moyer, Toronto.

11152. Lovell's Commercial Compendium for 1900. Book. John Lovell & Son, Montreal.

11153. Behold, the Bridegroom Cometh; or, Some Remarkable and Incontrovertible Signs which Herald the Near Approach of the Son of Man. By Rev. Albert Sims, Kingston.

11154. Canadian Hymn. Words by Charles Campbell. Music by J. E. March, M.D. John Edgar March, St. John, N.B.

11155. The Gavotte of the Rose. (La Gavotta della Rose.) By Nicolo' Celega. Church Co., Cincinnati.

11156. Beyond the Dark Clouds. Oltre le Nubi. Words by Piero Baronio. Music by Nicolo' Celega. Church Co., Cincinnati.

11157. The Joy of Living. La Joie de Vivre. Sherzo. By Nicolo' Celega. Church Co., Cincinnati.

11158. The Waltz of the Lilies. Il Valzer dei Gigli. By Nicolo' Celega. Church Co., Cincinnati.

11159. The Elements of Commercial Law. Compiled by T. H. Luscombe. The Business Educators' Publishing Co., Hamilton.

11160. Canadian Constitutional History and Law. By A. R. Hassard, B.C.L. Carswell Co., Limited, Toronto.

INTERIM COPYRIGHTS.

613. Lords of the North. Agnes C. Laut, Ottawa.

614. Lesliena. Waltz. John Cross, Montreal.

615. The Mechanism of the Attraction of Gravitation. By Frederick Homer Young. Picton, Ont.

616. Standard System of Perfected Music for the Promotion and Development of True Harmony Free from any Note of Discord. By George Fingkel, Toronto.

617. Vie de Mere Gamelin, Fondatrice et Premiere Superieure des Sœurs de la Charite de la Providence. Par une Religieuse de son Institut. Les Sœurs de la Charite de la Providence, Montreal.

618. The Alexander Cable Code. Book. James Alexander, Montreal.

The late Sir Henry Jenkyns had almost completed a book on "British Jurisdiction outside the United Kingdom." It will be published on an early date by the Clarendon Press under the supervision of Sir Courtenay Ilbert.

FANCY GOODS AND STATIONERY.

FOR EASTER TIDE.

ESPECIALLY appropriate for the Lenten and Easter season are new lines of note-paper turned out by The Barber & Ellis Co., Limited, some of them evidently destined to be successful running mates to this firm's record-breaking original English Wedgewood. Those who have not yet seen these papers would do well to send for samples in order to avail themselves of the ready sale they are sure to have.

The general feeling of solemnity caused by the war in South Africa naturally brings the people of this country to a realization of their religious duties, and on this account it is safe to believe that Eastertide will have a wide and general observance this year. So that it behooves the stationer to prepare to supply the increased demand that will certainly be felt for the customary and symbolic offerings in the shape of Easter cards.

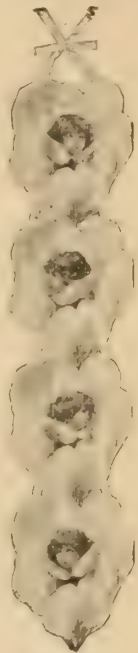
The Copp, Clark Co., Limited, are prepared to meet the demand with a larger and finer display of Easter cards and novelties than they have ever shown before. Among them, E. P. Dutton & Co.'s goods are, as usual, the most prominent. The work on these goods is that of the famous Bavarian color printer, E. Nister, whose valentines and calendars are also famous. The best word of praise that can

be said for this line is that it is "Nister's." The colorings are perfection, and the tone throughout is strongly in keeping with the religious sanctity of the season which they represent.

The line is extensive, and the prices range from 75c. to \$40 per 100. Some of the more striking numbers in the several styles are described below.

Three strong numbers are 729, 730 and 732. These are four-drop flower cards. No. 729, "Lilies of Eastertide," which we reproduce here, is a drop of pure white lilies with a cherub face in the centre of each. No. 730 is a

cross drop called "Easter Hope." The four crosses are entwined with lilies, and the centre of each bears a sweet cherub face.



Crocus Drop.
No. 732—15c. each.
Copp, Clark Co.

No. 732, "Easter Flowers," is the crocus drop of which we give the cut, the crocuses of which are tinted the true "crocus blue."

Two novelties, illustrating respectively German and American legends of the Easter egg, are Nos. 727 and 728. The first, 727, is a large egg, through the broken shell of which can be seen a rabbit. Opening the card, bunny is seen to be sitting on a nest of colored eggs. An appropriate verse accompanies. No. 728 shows through the same egg a hen, who is found seated on a nest of colored eggs when the fold is opened out.

No. 725 will serve as an illustration of several other similar novelties. It is seven inches tall, and is made to open and stand up. On each side of an arched doorway, stand angels bearing harps, flowers and scrolls. Through the arch is another angel in white behind a growth of Easter blossoms. Shown in the distance in a striking manner is a grove of maple trees, in the midst of which is a church. The whole is very strong.



No. 7038—4½c. each,
The Copp, Clark Co., Limited.

Nos. 7052, 7067, 7069 and 7070 are booklets, each with appropriate verses, excellent illustrations of the many other booklets in this line. The colorings are

delicate and tasteful, the idea of Easter greeting being paramount to everything else.

There are several styles of No. 7079, which is a heart-shaped card. Their differences are in the wording and the face of the cherubs in the centre of the card.

The line of gilt and other crosses is unusually beautiful in both design and finish. Among the more striking of these may be mentioned No. 7068, of which the accompanying illustration gives the general outline. It is a large mauve cross, with a golden star in the centre and a white water-lily at each end. No. 7072 is a gilt flower cross in two styles. No. 7074 is a beautiful gilt cross in two styles. No. 7075 is a beautiful gilt cross showing angelic figures discoursing sacred music. No. 7076, in two styles, is a pretty cross, one style with doors, the other with flowers. No. 7078 is also in two styles. It is plain gilt with angelic faces in the centre of groups of flowers. No. 7081 is a small gilt cross in several styles, and each having different flowers entwining the cross. No. 7084 is a severely plain cross of three pretty flower designs. Space forbids further mention of this handsome line, the beauty of which cannot be adequately described, as it consists in the artistic daintiness of the designs and the extreme delicacy of the colorings.



The Copp, Clark Co.

Among financiers and business men the opinion is freely expressed that the business affairs in the Dominion are in the most satisfactory shape. There is a disposition among merchants to use a better grade of correspondence paper, and the well-known "Bond" goods of The Barber & Ellis Co., Limited, command even a greater sale than formerly. All the largest concerns have long used these famous lines—Hercules Bond, Regal Bond, Vigilant Bond, Security Trust Bond, White Wove Meadowvale and Holyoke superfine.

Nerlich & Co., Toronto, who are now sending their travelers out for import orders for fancy goods, have a varied and tempting assortment to offer the trade this year. In picture frames and photo stands the variety is large, and includes some of the daintiest novelties that have ever been shown here. The range runs from cheap glass frames to fancily embossed celluloid ones. Albums are shown in plush, leather and celluloid covers. Mirrors range from small hand-glasses to large, fancy triplicate mirrors.



Lily Drop.
No. 729—15c. each.
Copp, Clark Co., Limited.

NERLICH & CO.

— AGAIN IN THE LEAD WITH —

IMPORT FANCY GOODS.



Our line of **Import Samples** have arrived, and we are satisfied that the variety shown by our travellers will be interesting to all up-to-date buyers, and that the sale this season will be as large, if not larger than previous years. Over 40 years of business experience has taught us **where** to buy and **what** to buy, and as a result our travellers are showing an assortment which cannot be equaled by any house in Canada.



Quick Sellers,

Prices Right,

Delivery Prompt.

all cut returns
Feb 7/1900



Our travellers are now on the road with a complete line of samples.

Japanese, French and
Souvenir China.

Leather Travelling
Cases, Portfolios,
and Companions.

Albums in Celluloid,
Leather and Plush.

Bronze and Onyx
Clocks, Vases and
Ornaments.

Mounted China Vases
and Card Receivers.

Celluloid Writing
Companions, Work-
boxes, Toilet
Cases, etc.

Photo. Frames==
Metal, Glass and
Celluloid.

Mirrors==
Hand, Fancy,
Mounted and Trip-
licate.

Everything in
Novelties.

Nerlich & Co., Toronto, Can.

FANCY GOODS AND STATIONERY—Continued. Dainty workboxes are shown in papier mache and cloth covers. Toilet cases are shown in many sizes, shapes and materials. Cigar and cigarette cases in various grains of leather; jewel cases in glass and gilt; medallions in many colors and designs, all help to make an attractive and interesting collection. Among the ornaments is a line of elegant figures in bronze, surmounted on onyx bases. The stock of atomizers, belt pins, buckles, fancy pens, etc., is fully complete and up to-date.

The man of judgment invariably seeks for the genuine article in any line, for he knows that it is always more satisfactory in the end. This is especially true of Lion pens, for, while spurious imitations or inferior pens prove "thorns in the flesh" of writers, the Lion delights the most critical penman, and, therefore, meets with a most extensive sale. The Barber & Ellis Co., Limited, are selling agents for the Lion series of steel pens, and furnish prices and samples upon application.

The wholesale stationery firm of Buntin, Gillies & Co., Hamilton, will in future be represented in Montreal by Messrs. Little & Roger, two gentlemen of long experience in the wholesale stationery business of Montreal, who are now launching out for themselves. The knowledge and ability of these gentlemen, coupled with the fine goods manufactured by Buntin, Gillies & Co., is expected to result favorably to all concerned.

The Copp, Clark Co., Limited, report several novelties to hand this month. In penholders, two new lines to retail at 3c. apiece are shown. One of these is a line put up in quarter-gross boxes at 60c., and the other a line in six tints in half-gross boxes at \$1.10. A new line of automatic pencils with indelible lead is shown at \$2.40 per gross to sell at 3c. This house have just to hand a large line of Johann Faber's pencils, including the memo', to retail at 1c., the Queen City and the Kangaroo. In Easter goods, a line of china and bisque eggs, daintily flowered and ornamented, is offered to retail at 5, 10 and 25c. For the better display of these goods neat cardboard stands are given with them. A new line of shelf papers is offered this month. This is sold in five yard lengths, the edges of which are finely embossed imitation of insertion. This paper is sold in boxes of 24 lengths, in the six popular shades.

The "Post" fountain pen, for which this house have the Canadian agency, is steadily winning favor in Canada and the United States, and is now being introduced

with considerable success in Great Britain. This pen, which was invented by a Canadian, is so constructed that by pulling or pushing a plunger down the barrel of the pen the latter is filled or emptied. It can be cleaned in the same way.

A new line of whist cards, known as the Bijou, is offered to retail to the best trade at \$6 per dozen. This is an extra choice line. The Copp, Clark Co., Limited, are making an exceedingly good line of flags this year. This includes the Union Jack, the Dominion, the Tricolor and the Stars and Stripes, in six sizes. They are lithographed on a good quality of cotton, so can be depended on not to run or fade. They are made to retail at from 3 to 30c. This house is pushing ahead their map of Ontario as rapidly as the necessary information can be secured. The travelers of this house will start immediately with samples for the import order business. The albums and novelties they will show are fully as attractive and varied as they have ever offered to the trade.

The H. A. Nelson & Son's Co., Limited, are this year offering a very large and superior line of tennis and baseball goods, also a line of golf balls and caddy bags.

The H. A. Nelson & Sons Co., Limited, report rubber balls as having again advanced in price, with a probability of another rise in the near future, and, consequently, advise their customers to place their orders at once, and so protect themselves.

Import goods will be ready for the road about the end of the month, and The H. A. Nelson & Sons Co., Limited, request their many friends in the trade to hold their orders until they have an opportunity of inspecting this immense line. They guarantee larger and better assorted lines, full of novelties and sterling good values. It is said by some that there is nothing new under the sun. This assertion is refuted by a glance into The H. A. Nelson & Sons Co., Limited's line, which shows even novelties in dolls, and novelties in the prices of dolls.

The growing Summer tourist trade that is being done in Canada has led to a good demand for dainty souvenirs. For this trade Warwick Bros. & Rutter have an exceptionally attractive range of goods in pearl, aluminum, brass, celluloid, leather and glass. The trade can have printed or engraved on these novelties the name of any place or scene they desire. With this line is a great variety of purses, which add utility to their novelty as souvenirs.

A new series of notepaper, called the Devonshire, is being shown this month. It

is 50-lb. stock, in white or cream wove, with exceptionally strong finish. It is put up in boxes of five quires, or in bulk, each quire being banded separately, making it convenient for the retail trade. The envelopes are put up in one-eighth and one-quarter thousand boxes, and in cream or white to match the paper. This is a purely high-grade paper at a medium price. It is, naturally, having an unusually good sale.

In writing tablets, Warwick Bros. & Rutter are always up-to-date. They have just put on the market a new series, the "Waterlined," the stock in which is of exceptionally fine quality, with waterlined ruling. It is made in three sizes, small octavo, large octavo and quarto. A dainty article which this house is now showing is a cut-glass mucilage bottle with silver stopper and handle. This, and the cut-glass pin-tray to match, should have a good sale for high-class office trade. A good line for jobbers is a line of staple swell and straight penholders, three dozen to the box. This is a well-built pen, which can be retailed at a moderate figure.

Warwick Bros. & Rutter, having been encouraged by the steady growth in the volume of their import fancy goods business, have made extra efforts this year to place before the Canadian trade the largest collection of fancy goods that has ever been offered here. Owing to the fact that the makers of the most popular and best-selling novelties were kept from starting the manufacture of new lines for this season by the unusually heavy business for the past holiday season, this house will be somewhat later than usual in showing their samples to the trade. But, as they are waiting for the latest and best lines, the assortment can be depended on to be thoroughly complete and up-to-date.

BROWN BROS.' NEW WAREHOUSE.

Mention has already been made in this paper of the erection by Brown Bros., Limited, Toronto, of their new warehouse at 51 and 53 Wellington street west. The building has been practically completed, and already the firm have commenced the removal of their stock. The trade, therefore, who visit Toronto after the issue of this paper, will find Brown Bros. at their new address. They are invited to inspect the new premises at any time, though it will be some time before the manufacturing department is all installed in them. The increased facilities will be taken advantage of to make an even more complete and elaborate display of stock than was shown in the old premises.

A Professor in Toronto University says:

“THE POST”

IS THE FINEST FOUNTAIN PEN

I've ever used, and I've tried almost all of them.”

SELF-FILLING. SELF-CLEANING.
NEEDS NO SEPARATE FILLER.
SEND FOR FOUNTAIN PEN CATALOGUE.

Complete
Line of

UP-TO-DATE
EDITIONS

OF

Stamp Albums

Containing spaces for
most recent issues.

Albums to retail at from
10c. to \$2.00 each.

Send for descriptive lists.

Strong,
Well-finished

BOOK or PARCEL STRAPS

To retail at 10, 15
and 25 cents.

Great
Value.

Peerless Shelf Paper

Handsomely Embossed.
Strong and Well
Finished.

Boxed expressly for the retailer.
Put up in five-yard lengths.
Twenty-four lengths cost you fifty
cents. The Peerless sells readily at
five cents per length. Sold in these
colors:

PINK, GREEN,
BLUE, WHITE
and YELLOW.

TRY A SAMPLE BOX OF EACH.

FINEST QUALITY
OF

Rubber Balls

VERY LIVELY.

Brightly Colored—
1¾ and 2½ inches in size.

Grey—
1¾, 2, 2¾ and 3
inches in size.

Our New Wall Map

...of the...

DOMINION OF CANADA

and Newfoundland

(2nd Edition corrected and revised)

is the Most Correct and Up-to-
date Map Published.

Recommended by School Inspectors and
other Educational Authorities
all over Canada.

Size, 84 x 60 inches Retails at \$6 00

LIBERAL DISCOUNT TO THE TRADE.
SEND FOR CIRCULAR.

Splendid assortment of

EASTER CARDS

Artistic Designs. Beautifully Tinted.

EASTER NOVELTIES—HAND-PAINTED CHINA EGGS, to retail
at 5, 10 and 25 cents. Send for list.

The Copp, Clark Company, Limited

9 Front St. West, TORONTO.

WALL PAPER AND DECORATIONS.

THE wall paper season is enjoying a lull just now, so far as taking orders is concerned, and things are reasonably quiet in this department of work. The samples for June are being got ready, and everything promises well for the coming season. Colin McArthur & Co. report that business is so heavy that machines are being worked to their fullest capacity. This, notwithstanding the fact that the premises have lately been so largely increased, and the plant added to by 30 per cent. The packing-room presents a busy scene. Shipments are being sent to all parts of Canada; and the company are just completing a shipment to Newfoundland and another to Australia. As noted before, they are sending out an attractive booklet reproducing the full variety of shades in their large stock of ingrains, with varied and attractive friezes to match. Members of the trade have stated that this is the most convenient booklet they have yet received. Messrs. McArthur & Co. also wish to draw attention, particularly, to their arrangement of patterns for the coming season, and say that these will be a decided step forward from those which have been shown during the past season.

A representative of BOOKSELLER AND STATIONER had the pleasure of a look at some of the sample books of M. Staunton & Co.'s line of wall papers for the coming season, and was particularly struck with the handsome, rich and artistic designs and color effects in friezes and ingrains and ceilings to match. The firm have given this particular line of papers, one might say, extraordinary attention, and really the perfection and beauty and extensive variety, one would think, put them easily in an enviable position—here's art and practicability developed to the highest degree. Mention of a few of the favorite numbers may help you to form a better conception of the line.

Pattern 2288 is a 2-band frieze, with ceiling to match, in green; with it are also shown corn shades.

Pattern 4299 FA is a 22-in. frieze in a bold Rococo design, in a floral effect combination of corn and golden yellow shades—makes a handsome dining-room or hall decoration.

Pattern 4286, a 22-in. blended flitter frieze, with ceiling and ingrain to match; rich design in deep brown, crimson, deep old blue, terra cotta and moss green effects.

Pattern 4298 is a 22-inch blended flitter

frieze and ceiling, handsome scroll design in crimsons, light greens, terra cotta and moss green.

Pattern 4284 is a 22-inch frieze and ceiling to match; spring roses and scroll ornamentation, light blue, pink, light terra, and light green effects.

These only hint the vastness of the variety, and the firm would be pleased at any time to forward samples of them to the trade desiring something specially nice for some special order that might not be filled out of an ordinary assortment stock of wall papers.

The firm are sole agents in Canada for "Reading's" wall paper display devices and supplies, and can furnish illustrated catalogue and price list on request.

M. Staunton & Co., Toronto, wall paper manufacturers, have a number of electro cuts for illustrating advertisements, with special reference to wall paper. They will be pleased to furnish same to any of their customers who contemplate doing some advertising during the Spring season. A postal request, addressed to the firm, will receive prompt attention.

NEW BOOKS REVIEWED.

THE 20TH CENTURY HANDY CYCLOPEDIA BRITANNICA.—Compiled by A. B. Chambers, Ph.D. Full leather, full gilt, thumb index, \$1, 900 pages. Laird & Lee, Chicago. This enterprising publish-

ing firm have added another unique volume to their series of pocket and handy reference books. The subjects dealt with include history and dates down to the present year; geography and biography carefully revised; all the leading facts, theories and discoveries in medicine, chemistry, physics, botany, zoology, astronomy, meteorology, etc. Nothing of interest to the present generation has been neglected, and even law and business have received their share of the author's attention. This "20th Century Cyclopaedia" is truly worthy of its name, as it prepares the reader to enter the new age with a full supply of well digested knowledge concerning the past and present times.

GREAT BOOKS AS LIFE TEACHERS.—By Newell Dwight Hillis, D.D. Cloth, 12mo, 339 pp., \$1.50. Fleming H. Revell Co., Toronto. The author's name is a sufficient guarantee for this new book. His previous volumes, "A Man's Value to Society" and "The Investment of Influence" are two of the best selling religious works on the list. The present book, in lively interest, in felicity of style, and in powerful earnestness, is equal to either of the others. Taking such books as George Eliot's "Romola," Hawthorne's "Scarlet Letter," Victor Hugo's "Les Miserables," Tennyson's "Idylls" and such lives as those of Henry Drummond, Gladstone, Livingstone and Shaftesbury, the author pours forth a stream of brilliant, impressive talk upon the writings and actions which move the will of others and mold their character. The book will be read through for its intensity and love of truth. It appeals to a certain class of readers who are not apt to read religious literature, while, for those who do, it possesses the strongest attraction.

For the Spring

of 1900



These new lines of Society Note Papers will prove acceptable for the fine retail trade, being particularly suitable for Lenten and Easter correspondence:

OXFORD VELLUM—Cream, smooth finish; envelopes to match.

ORIGINAL PARCHMENT VELLUM—Large 8vo, and small 8vo; envelopes to match.

PORTIA—White wove, smooth, unglazed surface; envelopes to match.

Also our unapproached ready sellers—Nebula Blue, English Wedgewood, Plashwater, French Crepon, Regal, etc.

Send for Samples and
Quotations.

The Barber & Ellis Co., Limited,

Toronto, Ont.

The . . .

Watson, Foster Co.

LIMITED

Every grade of
Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER
FACTORY "THAN HAS BEEN."

MONTREAL, QUE.



AN IMPORTANT ? FOR 1900.

Have you seen our **NEW WALL PAPERS** for Spring Trade? If not, ask for our Special Circulating Sample Books by Post or Express (prepaid).

CONTENTS OF . . .

Book No. 1	Ungrounded Papers and Flats
Nos. 2 & 3	Flats (cheap)
No. 4	Flats and Gilt (cheap)
No. 5	Plain and Embossed Gilt
No. 6	Plain Gilt and Flats
No. 7	Better Plain and Embossed Gilt.
No. 8	Wide Flats
No. 9	Wide Gilt
No. 10	Ingrains (in combinations)

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

BOOKS AND STATIONERY IN BRITISH COLUMBIA.

A THRIVING TRADE AND ENTERPRISING DEALERS.

ALTHOUGH Victoria and Vancouver are the chief cities of British Columbia, they are not the only places in the Province with nice book, stationery and fancy goods stores. The report of a visitor in the West is that at all points where a bookseller and stationer had set up in business the stores would do credit to the trade anywhere. A notice of some of these will, therefore, prove interesting to the trade in Central and Eastern Canada. Before dealing with Victoria and Vancouver, it may be well to deal with some of the outside points.

CANADA DRUG AND BOOK CO., LIMITED,
NELSON.

This successful firm has stores in Regina (N.W.T.), Nelson and Revelstoke. It was originally centred at Regina, where, on October 10, 1896, the drug business of Robert Martin and the book and stationery business of P. Lamont were formed into a joint stock company, under the name of The Martin & Lamont Co., Limited, with a

capital stock of \$30,000. In the following May, Mr. W. G. Pettingell (drugs) and Mr. C. H. Black (stationery) were admitted to the company, and the name changed to The Canada Drug and Book Co., Limited. Letters of incorporation were taken out in British Columbia, and branches established at Revelstoke and Nelson. In May of that year Mr. Black's interest was purchased by the other members of the company, the officers of which at present are:

Mr. P. Lamont, president.
Mr. W. G. Pettingell, vice-president.
Mr. Robert Martin, sec.-treas.

These gentlemen are also the principal stockholders. Mr. Martin and Mr. Pettingell look after the Regina interests of the company, while Mr. Lamont is in charge of the British Columbia interests, and resides at Nelson. Mr. C. R. McDonald is manager at Revelstoke.

The progress of the business has been most gratifying, and far beyond the expectations of its promoters. The experiment of carrying, under one roof and manage-

ment, a complete stock of drugs, books, stationery, wall paper, fancy goods, etc., and the consequent saving in running expenses and the advantage of buying in large quantities have been factors in this success. The company owns its own stores at Regina and Revelstoke. At Regina, the large two-storey and basement store is taxed to its utmost to accommodate the varied stock. In addition to the lines specified, a complete stock of staple and fancy crockery is carried, also sewing machines.

At Revelstoke, the store has just been enlarged to about twice its original capacity. Bicycles and assayers' supplies are carried as special lines at this point.

At Nelson, the large store on the corner of Baker and Stanley streets has been found too small to accommodate the increasing business, necessitating the opening of another store in the Opera House Block, in which are carried the musical goods, toys and fancy goods of the Nelson branch. The special line carried at this point is a complete stock of fishing tackle. At all the stores, photo supplies and sterling silverware of every variety are carried.

H. S. WALLACE, ROSSLAND.

Mr. H. S. Wallace established himself in Rossland in June, 1895, opening out in the



SOLE AGENTS IN CANADA FOR "READING'S" WALL PAPER SUPPLIES AND EXHIBITING DEVICES, AND THE "KEYSTONE" WALL PAPER TRIMMER.

23 1900
Staunton
WALL PAPERS

You may have an order for something specially rich and artistic which you may not carry regularly in stock—if you have we should be pleased to send you samples of our newest designs in Friezes with Ingrains and Ceilings to match—they're a grand collection.

M. STAUNTON & CO.,
MANUFACTURERS

TORONTO

following lines: Books, stationery, wall paper, musical instruments, fancy goods, china, leather goods, toys and notions. The business, like the city itself, has grown wonderfully. At first, a 22 x 40 ft. store, in what was then the centre of the place, sufficed, but, a year and a half later, the store was enlarged by an additional 40 ft. to the rear. In October, 1897, Mr. Wallace bought the building and lot for \$5,000 cash, and sold the same, 11 months afterwards, for \$6,000. He then purchased, for \$9,000, a lot and building in the heart of the business portion, which, in the rapid development of the town, had grown away from the old quarters, and, as the building on this lot (an hotel) was unsuitable for his purpose, he removed it to another lot he owned, and put up a two-storey, 30 x 90 ft. building, into which he moved in April, 1899.

Last Summer, Mr. Wallace secured a store in the town of Grand Forks, B.C., and has now a branch business there. He also has a branch business in the post office at Rossland. He has no partners in this successful and well-conducted business.

FRED. W. WARREN, TRAIL.

Mr. F. W. Warren established himself at Trail in June, 1897; the lines carried consisting of books, stationery, fancy goods, musical instruments and music, fishing tackle, confectionery, cigars and tobaccos. Mr. Warren is the owner of this business, which was originally established many years ago in Oshawa, Ont., bought by its present owner in April, 1893, by whom it was conducted in Oshawa until February, 1897, when, the stock during the year having been reduced considerably, the balance of it was removed to Trail, where it was greatly increased, and many new lines suitable to the wants of that country were added. Since opening up, in June, 1897, the business has not been increased very materially, owing to the many changes in the ownership of the smelter and the C. and W. Railway, but, now that these two corporations are, to all intents, the property of the C.P.R., the prospects of the town and the stationery trade are assured, so that, in the near future, Mr. Warren looks for a big increase in his already lucrative business.

"Best goods at the right prices" has always been one of the mottoes of this business, and Mr. Warren certainly practises what he preaches. The visitor to Trail was surprised to find many goods marked at the same price as we pay for them in the East. You can find the latest novels on the shelves of this up to date store, although this particular branch of the business has fallen off considerably since the C.P.R. boats stopped

coming to Trail. It was surprising to find such a large and well-assorted stock of books and notions in the midst of the mountains, and, in conjunction with Mr. Henry Ewart's jewellery store, it makes an establishment fit for any city. Mr. Warren certainly deserves to do well for his pluck and enterprise in this new country.

CHAS. J. AMAN, REVELSTOKE STATION.

Mr. Chas. J. Aman started the pioneer book and stationery store in Revelstoke four years ago. He carries a varied and attractive stock of books, stationery, musical instruments, fancy goods, etc., and a "smokers' department," in which the best selection of English tobaccos, pipes, cigars, etc., are to be had. Being opposite the railway station and the C.P.R. hotel, the store is a great convenience to the traveling public, who could in days gone by only get such articles at the larger towns east and Vancouver west. Since then Revelstoke has become a C.P.R. centre, and to keep up with the progress of the town, the population of which has increased from 1,000 to 3,000, Mr. Aman has more than doubled his stock, and now keeps on hand a complete line of stationery, all the latest novels of the day, the best scientific works on prospecting, mining, etc.; also reports and statistics from the office of the Geological Survey Department. He has always carried on business alone and under his personal supervision.

SMITH & M'RAE, GREENWOOD.

Messrs. Smith & McRae established their business in Greenwood May 16, 1897, and have since carried books, stationery, wall paper, fancy goods, toys, notions, kodaks and photographic supplies, drawing materials and surveying instruments. The members of the firm are Mr. W. F. Smith and Mr. Duncan C. McRae.

During the last two years Greenwood has experienced a considerable and substantial growth, having extended in population from about 350 to 2,500 at present. In the marked growth and prosperity of the town and surrounding mines, this firm have shared to some extent. When they began, the floor space occupied by their business was 300 sq. ft. This was increased to 700 sq. ft. in March, 1898. Last Autumn they put in a branch business at Phoenix, B.C., five miles distant from Greenwood. The floor space is 700 sq. ft.

LAMONT & YOUNG, KASLO.

The firm of Lamont & Young, of Kaslo, B.C., have, during their career in the Slocan, established a substantial and growing business, and are now widely known throughout the Kootenay. The business was started in 1896 by D. J. Young, who is

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still sole manager. Mr. P. Lamont, the senior partner, being manager of the Nelson branch of The Canada Drug and Book Co. The firm started out in a modest way, and at the time of their establishment they had considerable opposition in Kaslo. Now, after three years, the firm's business has increased to respectable proportions, and a year ago they moved into a store centrally located in the best block in the town. The stock carried by this firm, like others in British Columbia, is large and varied, consisting of books, stationery, fancy goods, wall paper, photo supplies, silverware, jewelry, musical instruments, pianos and organs, etc.

E. PIMBURY & CO., NANAIMO.

This town, the centre of the coal trade, is well established as a business centre, and the firm of E. Pimbury & Co. was started in 1875, and has steadily grown, until now it is one of the largest concerns of the kind on Vancouver Island. The firm carry the usual lines of stationery, cards, paper of all kinds, bags, twine, books, novels, blank books—in fact, an all-around stationery business—and are agents for Heintzman pianos and Doherty organs. The manager is Mr. E. McG. Van Houten.

THE TRADE IN MONTREAL.

January dull in books, but periodicals, cards, etc., show much activity.

From THE BOOKSELLER AND STATIONER'S Special Correspondent.

Montreal, February 6, 1900.

JANUARY has been an abnormally quiet month. Despite the discount book sales, which have been quite a feature in Montreal, the trade has been rather uninteresting. There have been absolutely no new books worth mentioning. It seems that the full effect of the war in Africa is only now beginning to be felt here. The English publishing houses noted the change some time ago, but there was no perceptible falling off in Canada. Now, however, the Old Country houses are doing little or no publishing, and a partial cessation of the book trade has resulted. The books which will come out later on in the Spring will be largely ones which have been held over, having been announced before Christmas. No announcements are being made at present. The special sales, no doubt, help a little to keep things going, and the trade ought to be able to work off some of their surplus stock once or twice a year by giving their customers the advantage of such reductions. People have, as a rule, though, enough reading matter immediately after the holidays, and don't worry the bookseller for new publications.

It is an ill wind that blows nobody good; for what has been lost in the book line has been gained in periodicals. Never before at this season of the year was there greater demand for the various British and American magazines—The Illustrated London News and Black and White, particularly, have been outstanding. I saw the first number of a new and very promising periodical which will rival The Graphic. It is called The Sphere, and the price just now is the same as that of The Graphic. The illustrations are superb, and will bear favorable comparison with any. Large orders have been sent for it to England. The companies here have had hard work to keep the trade supplied with the different British weeklies. It is a question, after all, whether the lull in books is not a blessing in disguise. The market has been flooded during the past months with a mass of indifferent literature, and people are beginning to weary of the innumerable paper-covered novels by altogether unknown authors, books for which 75c. is asked. Many prefer to take a 10c. or a 25c. novel, if the desire is only for reading to pass the time, rather than pay 75c. on speculation. The only apprehension is that the same thing will occur again, when the present depression is passed.

Within the past few days the paper edition of "Janice Meredith" has appeared, and the book has had some slight increase in sale therefrom. "Red Pottage" is the only other of importance. Beyond the appearance of the annuals, "Who's Who," etc., there has been little to report. Even the school books don't seem to have changed. The publishers down here evidently don't know how to work the Government as well as they do in Ontario.

The sale of valentines has served to brighten things a little bit in some of the stores; while in others the Easter cards will be made a feature instead. Different opinions are expressed by bookmen as to this branch of the trade, and some think that valentines have gone out, while others maintain that many are still being sold. There is no doubt that many are still bought for children; and, as long as the coachman persists in falling in love with the cook, there will probably be a sale for valentines. The lace variety finds especial favor.

Quite a number of Winter tourists are staying in the city at the hotels; but they do not make much difference to the trade. They are not, as a rule, a great reading class, and there is too much sensational news just now to encourage book-hunting.

NOTES.

Renouf has a fine assortment of valentines.

There has been no need, so far, for another edition of "A Bit of Atlantis." The

public are probably getting up the introduction, which is rather good and very long.

The Canadian Hymnal will shortly be out in a new and enlarged edition. The price will be same as previously.

The second number of "Books of the Day," issued by the Wm. Drysdale Co., is out. The subscription for this interesting pamphlet is a nominal one of 25c. per year.

An error occurred in the last report from Montreal. The "Twentieth Century New Testament" was referred to as being published by Briggs, instead of The Fleming H. Revell Co., Toronto. The book is controlled by them.

"Handbook for Literary and Debating Societies" is out in a second edition. The author is Lawrence M. Gibson, a son of the Rev. Munro Gibson. Hodder & Stoughton are the publishers.

The Montreal Book Room are going in for Easter cards. They had a particularly fine stock of calendars at Xmas. They have control in this country of Eidersheim's "Life and Times of Jesus." This book is selling at \$1.25. It is, at the same time, a good bargain, and a book that is of interest in connection with the present course of the International Sabbath-School lessons.

C. Theoret, law publisher, will shortly have some new books. One of these is of the new laws relating to employers' liability for accidents in England and France, and their bearing on the law in the Province of Quebec, by Dean Walton, of McGill University.

The new apartments of Henry T. Thomas & Co. have now for some time been open to the public, and are well worth inspection from anyone. The company when asked as to the clientele for the high-class goods carried, stated that though at present not very large, still it was growing continually. The rooms have been described before, and are gotten up more like a drawing-room or a studio than a store. Plaster cuts of well-known authors adorn the walls. The ceiling and frescoes are written with quotations from famous men, as to the value of books and literature in general, e. g., "The masterpieces of literature are worth reading a thousand times."—[Morley] The book shelves are filled with the most costly editions of the works of the best American and European authors, and on the table in the centre of the room lie large scrap books of fine workmanship, sketch books, etc. Just now there are on exhibition pictures to illustrate the novels of Honore de Balzac. Of these there are 92, and a catalogue is furnished with quotations, so that there is no difficulty in following the pictures, even for those who have never read De Balzac. None of the trashy type of novels are to be found at all. There is a careful selection of sumptuous single volumes, which are specially suited for gifts.

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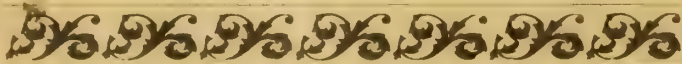
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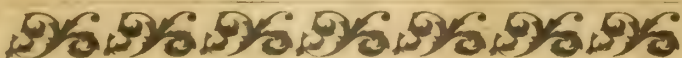


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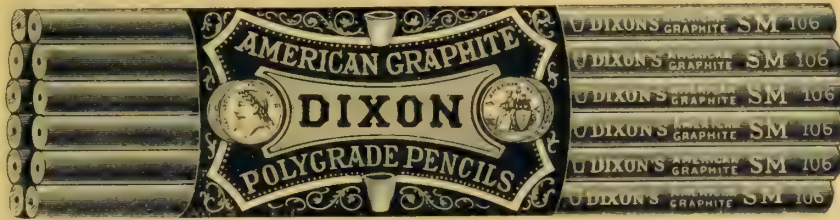
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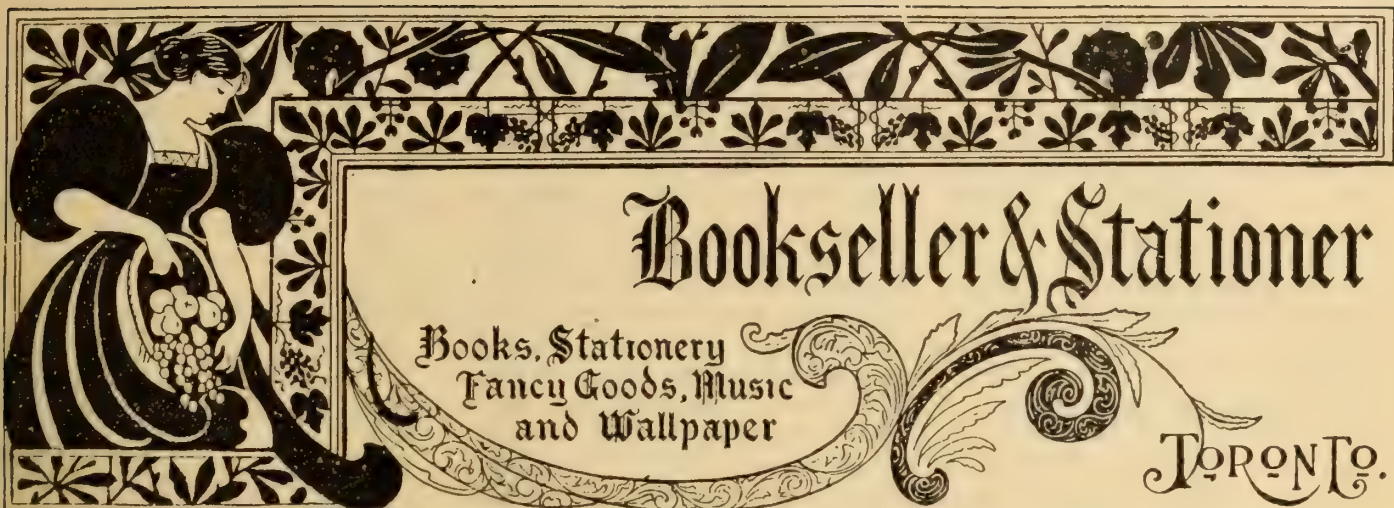
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CURRENT NOTES AND COMMENTS
OF INTEREST TO THE TRADE.

The Import Trade.

That book buying is much on the increase cannot be denied.

In spite of the issue of Canadian editions, which to some extent replace the imported ones, the figures for the fiscal year 1899, just issued, show that, as compared with 1897, the value of books and periodicals brought into Canada has increased by a large sum. The value of scientific books, brought in free under the new tariff to encourage industrial studies, amounted last year to over \$20,000. The imports of bibles and hymn books were less last year than the previous, due probably to the large demand in 1898 for the Presbyterian Hymnal, issued from the Oxford Press. There is also a large increase in the demand for college text books, likewise free of duty. It will also be seen that fiction, either in paper covers, or brought in in sheets to be bound up here, has had a large demand. The sale of sheet music is steadily on the gain. We subjoin a short table of these imports which may interest the trade :

	1899.	1898.	1897.
Books and periodicals.....	\$681,493	\$582,107	\$536,661
Novels, paper covered or in sheets	71,904	67,559
Bibles, hymnals, etc.....	143,882	231,754	135,764
College and school text books.....	153,123	127,601	113,933
Books over 12 year sold.....	12,220	12,668	
Scientific books.....	22,770	12,801
Maps and charts.....	10,925	12,807	16,261
Music.....	29,174	21,804	21,935
	\$1,125,491	\$1,027,951	\$824,654

Orders in Advance.

It is said that advance orders by Canadian dealers are not as liberal as they used to be.

The trade prefer, as the expression goes, to buy from hand to mouth. This is the fashion now in other lines besides books. It doubtless works well enough in the case of dealers who are situated close to the sources of supply. They can depend on prompt shipments. But it is a risky proceeding for dealers who cannot get a book any quicker from the city than a purchaser himself can. He is apt to think his dealer slow-going, and will get into the habit of ordering direct. A local bookseller ought to know his customers well enough to gauge with some accuracy the extent of their wants, and if a book is much talked of he ought to have enough copies to go around. Otherwise, the trade will slip away from him.

* *

After Departmental Stores.

The Ontario retailers are pressing forward with their plan to get an Act from the Legislature to tax departmental stores. In Toronto cooperation is sought from the city council and the board of trade. The proposed measure asks that a graded and progressive tax be imposed on the gross proceeds of the sales in these establish-

ments, in addition to the ordinary tax on personality. No reduction, it says, shall be made in the assessment on account of debts owing upon the stock. The section shall apply only to departmental stores whose annual sales exceed \$50,000.

* *

Selling Books.

The stories told us of how some dealers conduct their book business are enough to create a feeling of dismay. Books don't sell themselves. They must be talked-up and brought to people's attention. One book dealer, carrying also stationery and fancy goods, and doing a good business in those lines, was noticed to sell few books. A friend pointed out that more business in this department could easily be worked up. The dealer replied: "Well, we never ask a person to buy a book." This remark was actually made by a professed dealer in books! It is hard to see how he made any book sales at all. To suppose that books—any more than another class of goods—should be kept on the shelves until people call around and ask for them, is too absurd to argue seriously. We do not believe that any of our readers think so. But there is often a disposition to think that the same efforts which sell dry goods or groceries should also dispose of books. But these are necessities, and books are luxuries. To stimulate the book-buying habit every effort has to be made to bring personally before customers the merits of a book. The policy of drawing the attention of callers to

new works, without asking them to buy, is often practised with success. Another way is to enlist the sympathies of the local press, not to review copies of books, because it is not practicable for town or even city dealers to have copies for that purpose, but to draw attention in the way of news to current works of much importance. Any dealer who makes up his mind to increase his sales can map out a campaign without difficulty, suited to his local situation and necessities, better than an outsider can tell him.

THE BRITISH BOOK TRADE.

London, February 28, 1900.

LORD MONKSWELL hopes to introduce the new copyright bill in the House of Lords during the present session. It follows the recent inquiry which has been made regarding the whole subject. The best description of it would probably be this—a measure codifying English copyright law, and giving effect to such new conditions as may be thought advisable.

The books produced in 1898 numbered 400 less than in 1897. The new books of 1899 numbered 5,971, as against 6,008 in 1898.

The Canadian work which Mr. E. B. Osborn is publishing with Messrs. Chatto concerns the past, present and future of the Northwest Territories. It is called "Greater Canada."

Sir Frederick Young, author of several works dealing with the colonies and Imperial policy, has finished a new volume on the same subject, under the title "Exit Party." He defines it as an essay on "the rise and fall of party" as the ruling factor in the future Government of the British Empire.

Mr. Fisher Unwin has added to the "Story of the Nations" series a volume on modern Italy. It has been specially written by Professor Orsi, of Venice, who is already known for a short history of Italy and other scholarly work. The same publisher's new novel "Shameless Wayne," by Halliwell Sutcliffe, has met with a great success, while Sir Edward Russell's book of reminiscences, "That Reminds me," has gone to a third edition, so popular has it proved.

BOOKS ABOUT THE WAR.

Already the war is producing its own literature, while, later on, the stream of books will be immense. Messrs. Blackwood announce a volume by Capt. Walter James on modern strategy, and another reprint of Sir Edward Hamley's recognized military work, the "Operations of War." Messrs. Nisbet have ready the book which Mr. J. A.

Hobson has written as a result of his recent visit to South Africa. It has the title "The War in South Africa: Its Causes and Effects." Mr. Unwin is issuing Rev. E. J. Hardy's book, "Mr. Tommy Atkins," in which he describes the British soldier as seen by an army chaplain. The volume treats of every phase of the soldier's life. Mr. A. H. Keane's history of the Boer States is being published by Messrs. Methuen. The author has aimed at presenting a permanent record, such as can be consulted with confidence, of the Boer countries and peoples. The book, which is provided with a map, brings events down to the Bloemfontein Conference.

THE NEW FICTION.

Robert Barr's "The Strong Arm" is postponed until the Autumn. Stanley Weyman's "Sophia" is out (Longman). "The Gentleman Pensioner," by Albert Lee, is a story of Queen Elizabeth's time (Pearson). Two novels are issuing from the press of Blackwood: "From Door to Door," by Bernard Capes, and "The Kings of the East," by Sydney Grier. W. E. Norris is issuing a new volume of stories, "An Octave." Ouida's new novel, "The Waters of Edera," is an Italian story and the principal character is a priest. Another new book by Cutcliffe Hyne, "Prince Rupert the Buccaneer," is announced by Messrs. Methuen. The author of "The Silence of Dean Maitland" is issuing a volume of short tales "The World's Mercy" (Heinemann). A new story, "A Son of the State," is Mr. Pett Ridge's latest. Mr. John Long announces three new novels: "The Shadow of Allah," by Morley Roberts and Max Montesole; "Quits," by Mrs. Coulson Kernahan; "The Experiment of Dr. Nevil," by Hulme Beaman.

BOSTON STATIONERS DISCUSS.

AT a meeting of the Boston Stationers' Association not long ago, W. B. Clarke, of W. B. Clarke & Co., booksellers, declared himself a strong advocate of maintaining uniform prices. He spoke from the standpoint of a bookseller, and pointed to the injurious custom of the department stores in cutting the selling price on books. Mr. Clarke claimed that the publishers should take this matter up, and, by united action, give protection to booksellers. "Let them," said he, "set the retail price for their books and decline to sell to dealers who cut that price." He stated that one house in Boston was cutting prices on "Webster's Dictionary," a standard work that sells at a standard price everywhere. He commended the policy of such manufacturers as established a retail selling price for their goods

and forced the trade to maintain it, but he complained of the constant annoyance experienced from the receipt of letters from one manufacturer and then another notifying dealers to refrain from selling certain lines of goods because suits for infringement of patents were about to be instituted. Mr. Clarke said that the association ought to express itself in opposition to such methods. He was quite severe on department stores, and instanced cases showing dishonest practices in their dealings with the public.

Edwin W. Gay, of Aaron R. Gay & Co., said it required no argument to show that the stationery business was not very lucrative. Prices on all lines of goods handled had been getting lower and the percentage of profits was being constantly reduced because of the general tendency to cut prices. Under present conditions, in common with all other lines of manufacture, stationery goods have been advanced in price, paper 10 per cent., pencils 15 per cent., twines 50 per cent., and other articles in proportion. "Why," he asked, "should the stationer throw away this profit on the goods he may have had in stock when to replace them he must pay the advance? I say stationers are acting foolishly in doing so. How can we improve the conditions? You can't get the city stationers to agree on any policy for the good of the trade, each is so suspicious of the other." Mr. Gay, like Mr. Clarke, thought that manufacturers should be requested to see that certain recognized retail prices are maintained by all dealers, and suggested that the association move in that direction at once.

H. S. Foster, of John A. Lowell & Co., took occasion to refer to the varying prices, and some of them very low, on cheque books and commercial order work. "One house," he said, "could do that class of work as low as another, but we don't propose to do it for 5 per cent. profit, nor should anyone in the business. The trouble is the salesmen taking this class of work do not know the cost of getting out the goods, and their estimates come in competition with the figures of those who do know, and knowing, make the prices to show a profit on the job."

CANADIAN HISTORY.

"Canadian History" is the title of the quarterly issue of The Educational Review Supplementary Readings, published at St. John, N.B., by G. U. Hay. Students of early Canadian history will much appreciate these issues, containing, as they do, contributions by the leading writers in all our Provinces. The price is \$1 for the series of 12 numbers, or 10c. each issue.

BOOKS AND PERIODICALS.

MARY JOHNSTON.

A woman who is being most talked about in the United States at the present time is undoubtedly Miss Mary Johnston, who, at the early age of 29, has suddenly found herself famous as the author of a fine novel. When we say that within 16 or 17 days of publication the advance orders amounted to the surprising number of 120,000, it will be understood that the book is one of no common merit, and that it has "caught on" with the efficacy of a barb No. 3 on the gill of a codfish. The story appeared, first of all, as a serial in *The Atlantic Monthly*, the editor of which appears to have been attracted by Miss Johnston's previous story, which was her first—"Prisoners of Hope." It is said that the appearance of "To Have and to Hold," the happy title chosen for her latest effort—increased the circulation of the magazine by 50,000 copies monthly. "To Have and to Hold" is the work of a born story-teller. It is full of deeply interesting situations, and it deals with the romantic period in American life when Virginia had only been for a few years colonized by Englishmen. What is amazing about the book is the powerful grip in which the characters are held while the circumstances of the story are developed. Miss Johnston is full of invention, resource, and imagination, and the book will, no doubt, be one of the great strikes of the bookselling year. Members of the trade should lose no time in placing their orders for this exceptional book, which will, no doubt, sell ahead of many competitors. It is finely illustrated by several artists, among whom is Howard Pyle, the undoubted leader of the best school of American art in this direction.

W. L. BRIGGS' NEW BOOKS. "The Lords of the North," the powerful story of the rival fur traders of the Hudson's Bay and Northwest Companies, to which reference has before been made in this journal, and the author of which is a Canadian young lady, Miss Agnes C. Laut, is shortly to be published in the United States by Messrs. J. F. Taylor & Co., of New York, and in Canada by William Briggs. Miss Laut is a brilliant writer, who has done excellent work for *The New York Herald and Post*, chiefly in the Northwest and British Columbia, and is at present residing in Ottawa. We understand she is

now engaged on special literary work for the McClure Company.

Dr. F. J. Livingston, the plucky Canadian medical missionary, who was captured by a commando of Boers raiding in Zululand last October, and by making a bold dash for liberty in the darkness of night succeeded in escaping from his captors, has written the story of his adventures, adding to the personal narrative much that is interesting of the Boer character and giving a succinct sketch of the history of the South-African colonies and republics. This has been published by William Briggs under the title "My Escape from the Boers." It is having a rapid sale.

William Briggs has made a good hit in securing the new Corelli book. The title is not yet announced, but the London publishers predict for the book a sale far in excess of any of this popular author's previous stories.

A huge sale is assured of a cheap popular history of the Transvaal War, by Edgar Sanderson, M.A., the Canadian market for which is in the hands of William Briggs. The book is entitled "The Fight for the Flag in South Africa," and covers the narrative of the war from the Boer ultimatum to the advance of Lord Roberts. It is a paper-covered book, with over 100 excellent illustrations and maps, and sells at 35c. A portrait of Lieut.-Col. Otter and a picture of a part of the first Canadian contingent are among the engravings that embellish it. Mr. Sanderson is the author of "Africa in the Nineteenth Century," and "The British Empire in the Nineteenth Century."

The new carefully selected and edited volume of Alexander McLachlan's poems is announced by William Briggs for issue in April. It will be a volume of well onto 400 pages, with portraits of the author and a picture of his residence. The book will be issued in attractive style, and will be a welcome addition to the shelves of Canadian libraries—private as well as public.

Dr. Rand's "Treasury of Canadian Verse" will be published not later than May. We can congratulate him on having secured so tasteful as well as energetic publishers as J. M. Dent & Co. for the English edition. It is, indeed, a happy event that a volume so representative of the best work of the Canadian poets should be placed before the British public at a time when the appetite for things Canadian has been keenly whetted by Canada's

service to the Imperial arms in South Africa. It will be a book that Canadians may regard with complacent pride. Many of the finest poems in the collection will, in this book, have their first publication. The arrangement is an admirable one. The authors follow in alphabetical order, the poems of each appearing consecutively. An index of first lines will be a useful feature. Dr. Rand also has given a series of brief biographical notes of the authors when obtainable. This work alone entailed a vast amount of research and correspondence. The Canadian edition, published by William Briggs, will appear in cloth binding at \$1.25 net, and in half calf at \$2.50 net.

The Canadian copyright edition of Mr. Chas. G. D. Roberts' new book, "By the Marshes of Minas," will be ready this month, and a new book by Mr. Roberts, whether of fiction, history, or verse, is a noteworthy event. Perhaps there is no other living writer who has shown himself equally a master in the three fields. "By the Marshes of Minas" is a volume of connected romances of love and adventure in that picturesque period when Nova Scotia was passing from the French to the English regime. In several of the tales the evil Black Abbe—a memorable figure from the author's previous works—again appears, with his savages at his heels, but to be thwarted always by a woman's wit or a soldier's courage. The titles are distinctly alluring—among them the following: "By the Thickness of a Door," "The Blue Dwarf of Belle Marie," "Brown Witch and Black Abbe," "The Maid of the Drift," "A Tragedy of the Tides," etc.

One of the best strokes of business done by Mr. S. B. Gundy for the William Briggs' publishing house, during his recent visit to London, was the securing of the Canadian market for Mr. J. P. FitzPatrick's already famous book, "The Transvaal from Within." This book has, even at the stiff English price of 10s. 6d., had an enormous sale in Great Britain. In the United States it is sold by the Frederick A. Stokes Co. at \$3, and has run rapidly through successive editions. Mr. Briggs has the Canadian copyright edition now in the press, and will publish in paper at 75c. and in cloth at \$1.25. He reports a wonderful demand from the trade, approaching that of the most popular works of fiction.

The work is one of extraordinary interest, and would be even if war were not now on. It has had commendation in high quarters. Mr. Chamberlain, replying to a correspondent who complained of the want of a printed defence of the Government's policy

BOOKS AND PERIODICALS—Continued.

in the Transvaal, wrote: "I refer you to Mr. FitzPatrick's book." Lord Rosebery, in a recent speech, said: "But if you wish to read a history of the internal economy of the Transvaal, I would simply suggest to you that you should procure a book called 'The Transvaal from Within,' by Mr. FitzPatrick, who was a denizen of the Transvaal, and much interested in its progress—a book which seems to me to bear on every page and in every sentence the mark of truth, and which gives you wholesale and detail a most extraordinary and, I think I may say, an appalling record of the way in which the government of the Transvaal was carried on, and the subjection to which it reduced your fellow-countrymen." The New York Outlook, in its review of the book, remarks: "Mr. FitzPatrick's is perhaps the ablest as it is certainly the boldest statement of the case of the Outlanders yet published. While Mr. FitzPatrick writes frankly from the Outlander point of view, he appreciates the good sides in the Boer character. His style is simple, clear, calm, forcible; he gives one a constant impression of reserved power, even when his description is minute and superfluously detailed. In the absence of rhetoric his book differs from some others on the South-African situation. Its matter is as valuable as any, and for historical reference, especially concerning the Jameson Raid and its attendant circumstances, it is really indispensable; it should be read by every one who wishes to have a thorough knowledge of the causes which led up to that raid and to the present war. Mr. FitzPatrick was the secretary of the Johannesburg Reform Committee. As he played so prominent a part in the transactions he describes, his book gives much original and documentary evidence, some of it hitherto unpublished."

MORANG & CO.'S NEW BOOKS.

Morang & Co.'s catalogue of books for 1900 is one of the best and most complete lists of books ever issued in this country. Its pages show a very large field of choice, and in nearly every subject these are good enough. The cover of the catalogue is both novel and simple. The plan is adopted of placing the authors alphabetically in the list, and the index at the beginning of this goodly pamphlet is comprehensive.

Much interest naturally attaches to Conan Doyle at the present moment, who has well earned a definite and distinct position for himself among notable writers. No man has displayed greater versatility, and none certainly more success in various fields. There is always a certain respect for a man who is more than respectably proficient in a profession outside of that in which his liter-

ary or artistic work lies. Conan Doyle did not take to literature because he had failed as a medical man, his record in medicine being highly creditable. But the innate strength and gift of the man was large enough to fill the professional channels and to overflow into regions far beyond their boundaries. While we all know Conan Doyle as a writer, we may remember that there is a smaller circle who remember him with cordiality as their family doctor. But the latest evidence of Doyle's individuality and versatility is to be found in a comparison between "A Duet, with an Occasional Chorus" and "The Green Flag and Other Stories," which Morang & Co. announce as forthcoming in the near future. These stories display a vigor and virility that are very refreshing amid the mawkishness, sentimentality, and feebleness which mark much of the decadent work in this line of late issued from the press. The first story, "The Green Flag," is really a masterpiece, and it may be said, without fear of contradiction, that Kipling has done nothing better. There is a triolet of storm about "Capt. Sharkey," a notorious pirate. These narrations take us back to 17th century seamanship and its perils, when the highwaymen of the sea knew they would get no quarter in the war with the human race, and who were always swearing the most sanguinary oaths that they would give as little as they got. Blackened and blood-stained derelicts were in those days frequent, and Mr. Doyle's stories of this period should certainly be read by voyageurs, whose only trouble is an occasional attack of mal de mer. We have tales of the sea, romances of the stock exchange, rattling stories of the hunting field and of war correspondents in the Soudan, but throughout the whole volume we are conscious of the literary grip and vitality of the author. The book will be a welcome addition to Conan Doyle's works, and should have a large sale during the coming season.

Appleton's Canadian Guide Book, a standard publication which has been before the public for so many years, will be handled this year, as last, by Morang & Co. Since originally written, as no other guide book has been, by Mr. Charles G. D. Roberts, it has been extensively revised and enlarged, while its maps and detailed descriptions of places make it a valuable reference book on Canada, even to those who travel but seldom. This book had an extensive sale during the past season, and, no doubt, during the coming Summer its growing clientele will be largely increased.

Rev. Professor Clark's admirable work on "The Paraclete," a series of discourses on the Holy Spirit, is receiving wide attention from the theologians in Canada, and the

sale of it during the past month has been brisk. Messrs. J. & J. Clark, the well-known publishers, of Edinburgh, have taken a large edition for Great Britain, which is certainly a feather in the cap of the Toronto house of G. N. Morang & Co., who are the publishers of it. We consider it a feat worthy of mention for a Toronto publishing house to send theology to Scotland! Coals to Newcastle is nothing to it.

Sienkiewicz's "Knights of the Cross" has made its way during the past month with admirers of this strong, resourceful writer. This is one of the greatest books of fiction, for \$1, that has ever been placed on the Canadian market, and the public and the trade have not been slow to recognize its commercial as well as its literary value.

After the interest that has been excited in regard to Tolstoy's extraordinary book "Resurrection," it will be welcome news that Morang & Co. will bring out a Canadian edition of the great book. Tolstoy must necessarily be put in the catalogue of the geniuses who are unique. His great personality makes itself felt in every chapter of this work, detailing, as it does, in a vivid realistic way, the resurrection of a rich young Russian aristocrat from selfishness to philanthropy. As an informing book on Russian life and manners it has no equal, and to people who read, not for mere amusement, but for valuable acquisition of thought, it may be recommended.

There has been a revived interest lately in that fine book by Charles Donnel Gibson "My Lady and Allen Darke," which is quite in the line of the recent revival of the romantic style. It is a most entertaining book that may be shown with advantage to that large class of readers who like a downright good story told in terse and forceful English, with a situation of interest and a tinge of sensation in every chapter. The author has utilized the material to be found in the early history of the Southern States, and the old colonial style of living is well portrayed. The clever way in which the mystery which envelops the hero is gradually unravelled makes this book one of the most attractive of recent days.

The Hon. David Mills' forthcoming book, entitled "The English in Africa," now in the press, will be a very important addition to the literature on Africa now being so extensively read. The Minister of Justice takes a calm, comprehensive and judicial survey of British colonization throughout the whole of Africa. The book is not among the sensational and frequently untrustworthy books on the subject which are now being issued in considerable numbers. On the contrary, it is an endeavor to place in a comprehensive way all the historic facts

Important Announcement: Mary Johnston.

MARY JOHNSTON

George N. Morang & Company, Limited, desire to announce that they have secured the Canadian market for Miss Mary Johnston's great story "**TO HAVE AND TO HOLD**," which has during the first two weeks of publication in the United States reached the remarkable sale of 120,000.

MARY JOHNSTON

George N. Morang & Company, Limited, have also arranged to publish simultaneously with the above great work the first novel of the same authoress, "**PRISONERS OF HOPE**," which is also having a phenomenal run.

CONAN DOYLE

George N. Morang & Company, Limited, have also in preparation, and will issue during the present month "**THE GREEN FLAG AND OTHER STORIES**," by Conan Doyle. In this collection is to be found without doubt the author's best work. They are strong and intensely interesting.

LEO TOLSTOY

George N. Morang & Company Limited, have also made arrangements for a Canadian edition of Tolstoy's Masterpiece, "**RESURRECTION**," the profits from the proceeds of which are to be applied to the necessities of the Doukhobors.

The above will each be issued at \$1.50 in cloth and 75 cents in paper.

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BOOKS AND PERIODICALS—Continued.

on the operations of the British in a colonizing direction which are available. Consequently, it is a book of reference which may be again and again consulted as a vade mecum on the African question.

COPP, CLARK CO.'S BOOKS. "Janice Meredith" and "Richard Carvel" are still the two most popular books in America. The third in point of popularity "Red Pottage," by Mary Cholmondeley, is also like the other two, one of The Copp, Clark Co., Limited's, books. In England it is the most popular novel of the year, and even a hasty reading shows it to be a novel of more than usual power. The story begins with the discovery by a noble Englishman of his wife's unfaithfulness, and a dramatic interview with the guilty partner, in which, instead of pistols and coffee, the choice is offered of two lamplighters of unequal length, with the proposal that the man who draws the shorter shall end his life within five months. The lover loses and is overshadowed with the horror of his fate. Tragedy runs through to the end, but there is much beside, including some very unpleasant humor. The three women who are the chief actors, are vigorously portrayed, and the reader will find them most interesting. The vicar and bishop are singularly clear and coherent characters.

The Copp, Clark Co., Limited, have just published a Canadian edition of "Vivian of Virginia," a stirring romance of Old Virginia, by Hulbert Fuller. The time of the story is about 100 years prior to the American Revolution, while Virginia had still many years before it as a British colony, and it deals largely with the first Virginian rebellion against the oppression of a corrupt Governor. This is a period of Virginian history about which little has been written, other novelists having preferred to chronicle the doings of a later time, when the social gaities of a wealthy aristocracy afford more scope to the romancer. But in those early pioneer days, when the frequency and constant imminence of attacks by powerful tribes of Indians compelled the cavalier settler to spend more time in the field than the ballroom, Mr. Fuller has found material for a thrilling tale which will be read with pleasure everywhere. The 10 characteristic illustrations by Mr. Frank T. Merrill, combine with a bright buckram cover to make a most attractive book.

The Copp, Clark Co., Limited, have now in press and will issue in the course of a few days four books of considerable interest. The most important, the late G. W. Steevens' account of the present war in South Africa up to the time of the author's sad death from fever while besieged with the British forces

in Ladysmith. The book will be entitled "From Capetown to Ladysmith," the title which the author had given the book as originally planned having been "From Capetown to Pretoria." The book will contain a number of chapters dealing with the siege of Ladysmith and the hardships experienced by the soldiers and the inhabitants in the besieged town. Parts of the manuscript for the book were sent by native runners through the Boer lines. It will be readily understood with what interest the advent of this book will be watched in England, and doubtless the sale in Canada will be very large, as Mr. Steevens had a great many admirers in this country.

"The Realist," a novel by Herbert Flowerdew, which is having a considerable sale in London just now, is the second, while the third is entitled "With Sword and Crucifix," being an account of the strange



adventures of Count Louis de Sancerre, companion of Sieur de la Salle, on the Lower Mississippi in the year of Grace 1682, by Edward S. Van Zile. This is a thoroughgoing story of adventure, in which romance plays no inconsiderable part. The hero, Count Louis de Sancerre—a high-spirited chivalrous Frenchman who has fled from the Court of Louis XIV. on account of his success in a duel—is now one of a band of adventurers enlisted under the banner of Sieur de la Salle for the exploration of South America and the spread of the Church. He, with others of la Salle's followers, goes on an expedition to the "Children of the Sun," amongst whom he finds the beautiful cause of his duelling experience, posing as a kind of inspired priestess. After his departure from France, her father, a powerful Spanish grandee, was taken with a desire to investigate his possessions in New Spain, and, urged on by an unscrupulous, crafty secretary, chartered a vessel which, mainly

through the very same unholy agency, was wrecked at the mouth of the Mississippi. The father was killed, and the daughter, eluding the clutches of the wily secretary, fell into the hands of the savage tribe where the gallant, courtly hero now discovers her. Naturally, all the interest of the narrative afterwards centres in the efforts to escape; while an inscrutable high priest and a mysterious old hag materially contribute to the excitement. How it all ends we are not going to tell, but can assure the reader that there are many exciting incidents in store for him. The volume is suitably illustrated.

"Mary Paget," by Minnie Smith, is another novel also taken from the early history of the New World, being a romance of Old Bermuda, England's eldest and smallest colony. In this story Miss Smith relates with much spirit the adventures of a young English girl of rank in eluding the grasp of her cousin, who, with her father's consent, is determined to force her to marry him, in spite of the fact that she has betrothed herself to another gentleman. Her flight takes her to the Bermuda Islands, where her lover's business interests are centred, only to find that he himself is in England. The interest of the story is extremely well sustained, but its chief attraction is the beauty of the descriptions of those enchanting islands, the Bahamas, where, through the clearest of all waters, the gorgeous colors of fish and coral vie with the lovely flowers on shore.

The Copp, Clark Co., Limited, also announce a long and important list of books to appear at a later date. Among them are: "Joan of the Sword-Hand," by S. R. Crockett; "Feo," by Max Pemberton; "The Alabaster Box," by Sir Walter Besant; "Hearts Importunate," by Evelyn Dickinson; "A Master of Craft," by W. W. Jacobs, and "Three Men on Wheels," by Jerome K. Jerome.

The march issue of The Canadian Magazine was the military number, and it was very finely illustrated and contained several special articles on the departure of the troops and Canada's participation generally in the South-African War. The edition was as large as the Christmas number which did so well. But this was not sufficient. On March 6 the Magazine went to a second edition, and orders for it have been received from all over Canada.

Lippincott's, for March, contains a complete novel by E. W. Hornung, entitled "The Shadow of a Man," a stirring tale of Australian adventure. "The Canadian Tommy Atkins," by Percie W. Hart, is a complimentary article on our military forces.

The International Review (25c. Mac-

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Mr. Chamberlain, replying to a correspondent who complained of the want of a printed defence of the Government's policy in the Transvaal, wrote: "I refer you to Mr. FitzPatrick's book."

Lord Rosebery, commenting on the book in a recent speech, said: "It is a book which seems to me to bear on every page and in every sentence the mark of truth."

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millan) a "magazine of contemporary thought" has reached its third number. The March issue contains: "Degeneration," by W. W. Ireland; "John Ruskin, as Economist," by Patrick Geddes; "Some Recent Balzac Literature," by W. P. Trent; "Henry Irving," by Clement Scott; "The Southern Question," by Edward P. Clark. The authors are authorities in their several departments.

NEW LAW BOOK. C. Theoret, law bookseller, etc., Montreal, has just published the new laws of employers' liability in England and France and their bearing on the law of the Province of Quebec, with the text of the two Acts by Frederick Parker Walton, professor of Roman law and dean of the faculty of law, McGill University, Montreal. This question of how far and in what cases employers are to be held responsible for accidents received by their employes is a most important one, and one that is of interest not alone to the legal profession, but to all who are employers or are connected with them. The article is, with some additions, a lecture delivered to the Junior Bar Association, of Montreal. The whole, which covers 70 pages, contains the text of the new English Act and the new French Loi, in English and French, respectively.

THE POOLE CO.'S BOOKS. A new novel is announced by The Poole Publishing Co. that will have a large sale, if its qualities are made known to buyers. It is a novel by Henryk Sienkiewicz, the author of "Quo Vadis," and is as captivating a story in its realism and human interest as any of those which have proceeded from this gifted writer's pen. The new novel is called "The Irony of Life," and the groundwork is the social condition of types of people in whom we have an interest. It is not, as far as we have heard from advance reports, an historical tale to the degree which the best known of his other novels are, but is more of a frank and free picture of life. The qualities that tell in Sienkiewicz are his fearlessness and his insight into human nature. He handles all subjects with the freedom common to European writers, but not so as to give offence. The book is complete in one volume, not too bulky but a good 75c. worth in paper covers.

The sales of "The Life of D. L. Moody for the People," by Dr. Hallock—the only life of Moody sold through the trade—have been very large. In the towns and in the rural districts of Canada the name of Moody is as well known as it is in the cities, and wherever a popular illustrated work like this, retailing at 25c. in paper and 50c. in cloth, is brought prominently before people's attention it is sure to be bought.

THE TRADE IN MONTREAL.

FROM THE BOOKSELLER AND STATIONER'S Special Correspondent.

MONTREAL, March 6.

NEWs of the trade is about as startling as that of last month, or, as is the case generally at this time of year, with the additional depressing action of the war, which has already been reverted to in this column. Booksellers have more to say about the recent heavy snowfall than about new books and heavy sales. There is one new book which is expected to make its mark when people have got hold of it; and once again an American is the author. It is "To Have and to Hold," by Mary Johnston, and published by Morang & Co. The story goes back a couple of centuries in American history. The author is not particularly well known by other writings, but promises to achieve undeniable success in this work. There are a few other new comers which may be mentioned. "The White Terror," by Felix Gras; "The Red Headed Man," by Fergus Hume; "Yeoman Fleetwood," by M. E. Francis, and "The Black Wolf's Breed," by Harris Dickson. Somewhat on another line is "The White House Cook Book," a \$2.50 book in white oilcloth, by the steward of the White House (and his wife).

Montreal men are contributing their mite to literature, and following "A Bit of Atlantis" comes "Practical Studies in the Old Testament," put out by The Copp, Clark Co., Limited, Toronto. The author is not a lawyer this time, but the well-known associate manager of the Merchants Bank, Mr. George Hague. His exegesis on the Old Testament problem of usury ought to be interesting.

The Montreal News Co. are getting out a Canadian edition of "The Transvaal from Within," at 75c. and \$1.25. As there has been some demand for this work at \$3, the cheap edition ought to find considerable sale. In connection with the visit of Sir Henry Irving to Montreal, the request for "Robespierre" has slightly increased. If it was more generally known that The Bells was adapted from the Erkman-Chatrion "Polish Jew," there might be more inquiries for it. Speaking of cheap editions, there seems to be no satisfying the public in this regard. Quite a number of people have been under the impression that there was a 10c. edition of "Robespierre." Booksellers don't need to be worried by such inquiries. One merchant was, sometime ago, asked for a 25c. edition of the "Boys Own."

It is getting to be more and more the case that war pictures and maps engross attention. The British weeklies have been pub-

lishing excellent colored portraits of generals in South Africa, as well as other photographs, drawings and cartoons. Of course, the war maps get very quickly out of date, owing to the inconvenient way that battles have of taking place in hitherto obscure localities, and there is a constant requirement for new ones, if events are to be followed at all closely. Probably the latest map is that of W. & A. K. Johnston, which sells at 35c. It is on a large scale, and gives a very correct idea of the nature of the country, as well as locations, etc.

Periodicals and magazines are still very much in demand. The two new ones, The Sphere and The Spear, of which the former was mentioned last month, are both of the very first class. As a good many are aware, they are opposition papers. Mr. Clement K. Shorter left Sketch to publish The Sphere, and, to offset him, the proprietors of The Sketch started The Spear—a better name, in the estimation of most people. It will be curious to mark how the matter will turn out when the war is over and there are not so many facilities for procuring illustrations, nor such demand for them. Mr. Shorter is an undoubted master of his business, and may be said to have helped in considerable measure to make The Sketch what it is to-day, while, on the other hand, The Spear has a very strong backing in The Illustrated London News Company. It is the general opinion that if The Graphic were sold at the same price per copy as The Illustrated London News and Black and White, i. e., 15c., instead of 20c., it would quickly double its circulation. There has been difficulty in procuring some of the magazines, owing to friction between the American and British publishers. American editions are sold more cheaply, and, in addition, there is frequent trouble over the question of copyright. This has generally been got over by the omission from the American edition of the periodical of such serials or stories as are copyright, but this naturally detracts from the value of the whole. During the month, The Illustrated London News has had the best sale.

NOTES.

"Red Pottage" is out in paper edition and has been selling freely.

Some small demand for schoolbooks was occasioned by the promotions in the schools during February.

"Briton and Boer" has been having a large sale, as also "Oom Paul and his People" by Hillegas.

An extremely good book for the little ones is "An A B C for Baby Patriots," by Ernest Ames (Dean & Son.) The verses are clever

and interesting, while the illustrations are amusing.

No. 3 of "Books of the Day" is just out from the Wm. Drysdale Co. This is proving a valuable medium for reaching book buyers and book lovers.

The "Transvaal under the Queen" is a book well illustrated, and up-to-date, published by Sands & Son.

"Scottish Clans and Their Tartans" (W. and A. K. Johnston), which has been out of print, is in again and frequently called for.

SOME POINTS ABOUT ALUMINUM.

Prof. W. Artus has stated some interesting facts about aluminum. This metal has been known for several hundred years, but the first practical use of it in sheet form was by a German metallurgist named Wohler, in 1827, who made the thinly rolled out plates for telescope tubes. Sulphuric acid will dissolve it under heat; it melts at 700 degs. Centigrade; is not affected by nitric or muriatic acid; soda or fixed alkali will dissolve it; under the influence of oxygen it produces the aluminum oxide, or aluminum earth, a substance which, if crystalized upon an aluminum plate, is insoluble in water, alcohol, or some inorganic acids, but soluble in hydrofluoric acid, which forms the basis of the well-known Strecher Sholtz patent in algraphy. Regarding the substitution of aluminum for stone, we find the first successful use made of the metal in that direction described by the celebrated French lithographer and author, Villon, in his work on lithography, published in 1890, giving full directions as to acids and other substances to be used in preparing and etching the plates.

Professer Roberts, the Canadian author, is publishing, with Mr. Lane, an English edition of his new story "A Sister to Evangeline."

It seems that there is natural, as well as artificial, ink; at any rate, the ink plant is a curiosity of nature. Its juice can be used as ink without any preparation. At first, the writing is red, but after a few hours it changes to a permanent black.

England is to have a new Nonconformist weekly, the title of which only remains to be announced. While devoted to the interests of all the free churches, it will appeal especially to Congregationalists. It is understood that influential Nonconformists like Dr. Fairbairn, the Rev. Arnold Thomas, and Dr. Mackennal have manifested a strong interest in the enterprise. The Rev. W. B. Selbie will direct the theological policy of the paper, and with him Mr. Andrew Melrose and Mr. David Williamson will cooperate, the latter being general editor. The price of the weekly will be the popular penny.

Books

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A devotional selection for each day in the year. Edited by D. L. Moody, 12 mo, Cloth, net... .30
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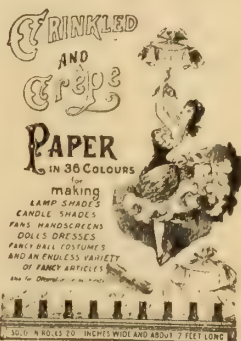


Do You Deal
IN HAMMOCKS?

SEASON OF 1900.

We are offering for the Season of 1900 a splendid collection of **Gauze, Canvas, Twill and Figured WOVEN HAMMOCKS.** The best materials only; no cotton waste or refuse stock to make up inferior goods. We are the oldest manufacturers of Woven Hammocks in Canada. Send for March price list and descriptions of latest novelties.

Canadian Hammock Mfg. Co.
Limited
Box A, PARIS, ONT.



TRADE MARK.

"DANCING GIRL"

— BRAND OF —

Crepe Papers

The original and only reliable make on the market.

"To be had of all Wholesale Stationers."
Made in 36 Self Colors, also in "Rainbow," "Shaded," "Striped" and "Embossed" Series.

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JAMES R. CROMPTON & BROS., Limited, Elton Paper Mills,
Bury, Lancashire, England.

Samples and quotations supplied to the wholesale trade upon application to
HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

NEW MECHANICAL TOYS.

It is true there are a few new designs in mechanical toys, but nothing very amusing or ingenious, says the Paris correspondent of *The Stationery Trades' Journal*. Given a clock-spring enclosed in a drum, and you can do very much what you like with the force generated, as long as it lasts, and without any very special knowledge of mechanics make the motive power drive the wheels of a small locomotive or other vehicle, or move the legs of a toy biped or quadruped, or various other purposes.

And the makers or inventors of these toys have done so with a vengeance. At every few steps, as you walk down the Boulevard, your ear is saluted with the whirring of springs, and you find a crowd of children, and even adults, gathered around a booth or a table watching a toy tricycle, on the front of which is a pastrycook's boy dressed all in white; a sweep has jumped up behind, and keeps hitting the cook with his black brush, whereupon the cook turns around on his assailant and "schlogs him on de kop," as Hans Breitmann says, with his ladle—whereat the "assistance" laugh comedily.

Then there is a washerwoman standing at a tub, and rubbing a square inch of linen most vigorously; a mower who handles his scythe most dexterously and cuts down acres of imaginary grass, and a Newfoundland dog who walks in a sedate and somewhat leaden-footed manner, as becomes a quadruped who has complicated machinery in his stomach. As you turn away from inspecting these wonders you stand a good chance of stepping on a tin walrus who is meandering over the pavement in an eccentric manner—possibly looking for his friend the carpenter. I do not wish to be cynical, but I cannot help fancying that the vendor who suffers his wares to run about the pavement finds his greatest source of profit in getting them trodden on, and demanding compensation for the damage, but, perhaps, I may be wronging him.

A small but important improvement has, however, been made in the locomotive toys. If you tried to show one on a table, it used to rush to the edge, plunge into space, and fall with what the lady novelists term "a sickening thud" on the floor, and the only way to prevent this catastrophe—which was often fatal to its working powers—was to place a person at each end of the table to "field" it and turn it around, or else put it on the floor, when it would bang itself against a wall or door and buzz like a mad bee until the clockwork had run down. By

simply making the wheels on one side a trifle larger than those on the other, the toy cyclist will describe a circle and keep on a moderate-sized table until it has run down. The more expensive miniature trains are made with reversing machinery, and, when they have run forward two or three yards, will run back, then forward again.

THE CAMERA IN WAR.

THOUGH as yet there have been few results come home we hear that liberal use is being or will be made of the camera during the present war in South Africa, and a noteworthy circumstance is the proposed attempt to use what is called the telephoto lens. This instrument may be most simply described as a combination of the telescope with the camera lens, the object being to make the latter, so as to speak, "see further." Everyone who has used a camera will know that the disadvantage of taking photographs of objects at any considerable distance is the extreme minuteness of the detail of the distant view and the exaggeration of the foreground. The telephoto lens overcomes this objection, and the result is a view of a distant object very much as we should see it through a telescope.

It has been suggested that such an instrument will be invaluable in locating the position and strength of the enemy, and as a matter of fact a number of officers of the British army took out cameras fitted with telephoto lenses for the purpose of taking records of distant Boer positions. In addition, several well-known photographers who are working for some of the chief illustrated papers are using these lenses for obtaining pictures of battle scenes which would be impossible with an ordinary camera. Cinematographs fitted with similar lenses have also been sent out, and we may expect before long to see some remarkable results of the use of the camera in war. We do not, however, share the enthusiasm of one writer on the subject, who says:

"In the next war, provided it does not come too soon, there will be no powder to obscure the view, and we may expect clear reproductions of stirring scenes. The vitagraph man and the phonograph man will have a place on board ship and in the firing line on shore to catch and preserve every phase of the battle; so it does not require an especially vivid imagination or gift of prophecy to predict that in the coming century we shall see and hear all the details of fierce battles reproduced in the theatres to after dinner audiences. Suppose there had been a vitagraph at Trafalgar, at Waterloo, or at Yorktown, and that we could look upon the bloody decks of the "Victory" where Nelson fell, at Ney's fierce charge against the English line, or the

surrender of Cornwallis, just as we can now witness in any one of our large cities a bull fight in Madrid or a skirmish in Manila."—*Stationery Trades' Journal*.

MIRRORS IN SHOW WINDOWS.

Effective results in show windows are often produced by the aid of mirrors, doubling the exhibit, or even seeming indefinitely to extend it. A curious illustration of the effectiveness in such use was shown in a window of a big toy store. Ranged in companies and battalions, following one another upon a foot-wide strip of glass raised above the floor of the window and extending along close to the window in front, and along the entire width of it, was a long column of toy soldiers, marching, or seeming to march, the figures being all in marching attitudes.

At the side of the window was a mirror standing vertically, but running back from the front at an angle slightly acute. Seen from the sidewalk, and at a little distance from the window, the reflection in the mirror of the marching column of soldiers had the appearance of a continuation of it, the column turning at the mirror, at a slight angle from the course of its march along the glass, the effect being produced by the angle at which the mirror was set.—*New York Sun*.

AN ADVERTISER.

A new and verdant postmaster in a small rural town had received instructions to advertise all letters uncalled for at the end of a certain length of time. He obeyed orders by inserting the following advertisement in the weekly paper at the end of the first week of his term of office:

"There are 10 letters in the post office that nobody has called for. If them they belong to don't take notice and call by the end of the month, the letters will be sent to the dead letter office. Anybody expecting letters they ain't got can come and see if any of these letters belong to them. All take notice."—*Jackson (Mich.) Patriot*.

Mr. George R. Sims is publishing, with Messrs. Chatto, a volume of sketches of theatrical life under the title "Without the Limelight." In a preface Mr. Sims remarks that there are few things about which the public have so many false impressions as as they have about the stage. They see it under circumstances that do not help them to form a correct judgment. They read about it from the outsider's point of view. The inner life of the stage is understood only by those who are intimately associated with it. So speaks Mr. Sims, adding that the stage, when the curtain is down, is quite a different picture. It is that picture he here sets out to sketch.

FANCY GOODS AND STATIONERY.

CANADIAN TRADE.

The travelers of wholesale firms are going out on the road with import samples. There are some very handsome and striking goods this year, and the number of taking little novelties seems to increase. Articles that sell cheap are even more artistic than usual. We do not notice that the war craze has yet affected, to any extent, the new designs or ideas for novelties.

In stationery, the "khaki" note is one of the latest novelties. It is, of course, an imitation of the khaki cloth used for British uniforms in India and in South Africa. Khaki is an Anglo Indo word signifying originally the color of dust or ashes, and later applied to the chocolate-brown cloth used for tropical uniforms. Envelopes to match are shown with this paper. It is having a tremendous sale in England, and is doing fairly in the United States.

Among other things, we notice a cheaper line of paper pencils, some new lines in crepe tissue, and one or two office specialties.

* *

HIGHER PRICES.

It is recorded in England that the stationery manufacturers are advancing prices. This is due to the conditions that increase the cost of manufacturing. Paper has led off, and stationers' sundries, such as inkstands, files, stationery cabinets, and rubber goods have been advanced 5 per cent. by most of the Birmingham and London manufacturers, and, in accordance with this increase, the wholesale houses have been obliged to announce that discounts will be 5 per cent. less than hitherto. This course, says The Stationery Trades Journal, has been adopted to avoid unnecessary disturbance of market prices, and, of course, has been accepted by the trade generally as the easiest and simplest method possible.

* *

MORE TRADE WITH BRITAIN.

The trade report an increase in British stationery imported into Canada, both in the finer and cheaper grades. This is due to the preferential tariff, which encourages the British trade. The official figures of im-

ports are not brought down later than last June—that is, nine months ago—so there are no definite means of ascertaining the value of the increase in figures. Up to June 30, 1899, however, the value of British papeteries, envelopes, cards, etc., imported was \$200,000, against \$190,000 the previous year. English firms are turning their attention more to Canada, and there is ground for believing the reports of increased business this season.

* *

In London, the khaki craze has extended to photo frames, writing cases, purses, pocket-books and many other articles.

In New York, pyrography, as applied to fancy leather goods, is popular. A variety of toilet articles, etc., made of chamois and leather all treated with the little burnt devices by the little platinum point heated red hot are shown. There are cigarette and cigar cases with quaint designs, and matchboxes; cases for holding toilet articles for a man's traveling bag, and the cutest tobacco pouches imaginable, drawn up with strong silk cords. One pouch has a frog sitting in a marshy bed, smoking a pipe from which the smoke clouds roll upwards, and pyrographed across the top is: "You are a cloud of joy to me." The other style of tobacco pouch has traced on the chamois: "May all your sorrows end in smoke," and a pipe and tobacco bowl are burned in.

Crepe tissue is now freely used for decorating furniture. All about the wall mirrors, the dressing table, and draperies generally, are of tissue.

Paris reports notepapers of dark blue and red as still in vogue. The "Wedgewood" leads, and for menu cards cameo ornamentation. A pen-rest, says The Stationery Trades Journal correspondent, is made like a pierrot's head, the black skull-cap worn with that fancy dress being a black brush, in which the pens are stuck. The same design is used for a matchbox, but in that case, of course, the place of the cap is a hole, and the rest of the head is covered

with luminous paint, which appears to have been revived again in France.

A late German novelty in notepaper is an imitation of veneer. Table runners made from paper are very much in favor now, especially in crinkle paper.

* *

A look over the import samples at Nerlich & Co.'s shows an unusually attractive display of all the fancy goods that are likely to find a ready sale in this market. The lines of albums contain some handsome new designs. The embossed celluloid are particularly noticeable, as are also the brocaded velvet with a flower design which have a very rich appearance. There are likewise some pretty albums with the pages inside decorated with flowers. Of plush albums, few, if any, are seen. The trade have been asking for some albums holding the large-sized pictures. Nerlich & Co. are showing a line which will take the Minerva photographs. The French bronze ornaments on onyx pedestals are extremely attractive. The range of boxes, celluloid, leather, celluloid and plush, silk, etc., are varied and handsome, and comprise all sizes for handkerchiefs, jewelry, collars and cuffs, gloves, etc. One line of silk boxes has a medallion portrait on each cover. This will take. There are also brocaded velvet boxes. And in the same material a line of opera bags, will attract attention. This season there is an extensive range of atomizers in cut crystal and decorated glass. The metal novelties are very extensive also. Ornamented glass jewel boxes, table weights, glass ink wells are among the numerous articles shown. Quite a novelty is the figure of a dog, called the "First muzzle." The dog is very life-like. A great range of traveling cases, portfolios, dressing cases, etc., are shown, while the best-made English leather purses are shown in considerable variety. There is also a nice choice of photo frames, the collection being celluloid, paper, metal and glass—a good many are in the sizes to suit the different photographs now in use. There is a pretty line of celluloid pictures in metal and plush frames. The range of samples generally this season is remarkable for novelty and salable goods.

A cheaper line of paper pencils (No. 999) with rubber tips is being shown by The Copp, Clark Co., Limited, this month, retailing at 3c. These pencils formerly retailed at 5c. In the same warehouse are now being shown a number of seasonable lines. There is, for instance, a display of Easter eggs for 5, 10 and 25c. retailing. They are in hen, goose and ostrich sizes, and are finished in bisque and china. Two lines of 5 and 7-inch extra heavy slate pencils are

FANCY GOODS AND STATIONERY—Continued. being shown; these are wrapped in fancy cover paper, and sell at 14 and 16c. respectively per 100. Also a line of soft prepared slate pencils, triangular and hexagon, 25c. per 100; 2 at 35c. in fancy papers, and another in very bright wrappers for 50c. A repeat from England is announced of a new supply of envelopes which took hold of the trade here. These are "Universal" and "Castle," and are very heavy quality for the money. A line of jeweled pencils with birthday stones are a cheap novelty for 5c. retailing, in gross lots, \$4.80.

The travelers of this firm are showing the latest novelty in paper, viz., the "Khaki," which is made in princeps, octavo and dukes. It is shown with a plain border and a red border. The finish is made to imitate the khaki cloth, and the red border is intended to be used with red ink. Envelopes are, of course, shown to match. This firm are doing a large business in inks, and now that the frost is over, the trade is reminded that it is a good time to stock with Stephens', Underwood's or Walkden's inks, of which they carry a complete line. A large shipment of Faber's pencils has been received, including all stock lines. The firm are giving with one dozen of the Lapham fountain pen or with one-half dozen Hustler's a handsome showcase, for the purpose of exhibiting the line of pens, and containing also a place for extra supplies. These attractive little cases would look well on the counter.

The Copp, Clark Co., Limited, are showing a timely line of toy pistols and cannons—one of them is the "Express" pistol. The import samples of this house are now being shown to the trade. They include novelties in frames, plaques, medallions (sacred and secular), boxes, writing desks, traveling cases, pocket inks, silver chate-laines, purses, pearl penholders, pocket companions, brass photo frames and a large collection of other fancy goods. The trade are invited to see these samples, and, if, by chance, any dealer has not been called upon, he can make a date with the house by notifying them, and the traveler will call. It should be added that their range of photo albums is very complete, a special feature this season being the "Kodac" album, for preserving the pictures taken by amateur photographers. There is a new line of crepe tissue in the market in many different colors and designs.

At Warwick Bros. & Rutter's, several new things are noticed. Among them is a record book of newspaper sales, for dealers. Its price is \$1.25, and a book will last for

years, and meets a want long felt. The range of letter scales for house and office use is the best yet shown in this market.

Some of the most beautiful and satisfactory notepapers on the market are the new society lines of The Barber & Ellis Co., among which we notice one of a delicate blue-grey tone with a clouded effect known as "Nebula Blue."

Business is still on the increase at The Barber & Ellis Envelope Factory, the largest in the Dominion. It has become proverbial that their quality of envelopes is kept up to the standards as well as their weights.

The H. A. Nelson & Sons Co., Limited, have all travelers now on the road booking orders for immediate and Spring delivery. Their import samples are now ready and travelers will shortly call upon the trade. Their line this year is more replete than ever, being even more varied, and larger than their enormous line of 1899. Every



No. 1000. \$5.50 each.

customer does not understand the advantages of buying for import only. Aside from the important item of a saving in cost to the purchaser from 5 to 20 per cent. in the cost of his goods (as goods from stock must necessarily differ and be that much higher than the same goods for import), the great object is to secure the choice of a large selection. All houses which sell goods for



GLOBE AIR RIFLE.

Globe, Single Shot, per doz. \$9.50. Globe, Repeater, \$13.50.

import put in their lines many extra fine quality specialties of which they only import the exact quantity sold, thus limiting the quantity brought into the country and securing for their customers goods that cannot be duplicated by other merchants who

have not been enterprising enough to secure a supply of these fine specialties for themselves. The H. A. Nelson & Sons Co's. line has its own just and fair proportion of these fine goods. Dolls, toys, fine fancy leather, celluloid, and fancy papier mache, and decorated paper goods, glass and china-



No. 1007. \$13.00 each.

ware, novelties in all lines are in this import line, and the wise merchant will not wait in vain if he reserves his order for their traveler. If their representative has never called upon you with his import line, drop them a card and they will see that your request is complied with.



No. 1011. \$19.50 each.

Carriages, both doll and baby, have been a prominent feature with this house for the past 40 years, and three lines—their cheapest, medium, and highest priced lines—will

appeal to many on account of price and style. Besides these three lines, many others are shown in their Spring and Summer goods catalogue. Velocipedes, tricycles, iron and wooden wheel wagons, should now be purchased in order to obtain market prices, as

NERLICH & CO.

— AGAIN IN THE LEAD WITH —

IMPORT FANCY GOODS.



Our line of **Import Samples** have arrived, and we are satisfied that the variety shown by our travellers will be interesting to all up-to-date buyers, and that the sale this season will be as large, if not larger than previous years. Over 40 years of business experience has taught us **where** to buy and **what** to buy, and as a result our travellers are showing an assortment which cannot be equaled by any house in Canada.

These are all returned samples
Quick Sellers,
Prices Right,
Delivery Prompt.



Japanese, French and
 Souvenir China.

Leather Travelling
 Cases, Portfolios,
 and Companions.

Albums in Celluloid,
 Leather and Plush.

Bronze and Onyx
 Clocks, Vases and
 Ornaments.

Mounted China Vases
 and Card Receivers.



Our travellers are now on the road
 with a complete line of samples.

Celluloid Writing
 Companions, Work-
 boxes, Toilet
 Cases, etc.

Photo. Frames--
 Metal, Glass and
 Celluloid.

Mirrors--
 Hand, Fancy,
 Mounted and Trip-
 licate.

Everything in
 Novelties.

Nerlich & Co., Toronto, Can.

FANCY GOODS AND STATIONERY—Continued. the materials which form the main part in construction of these goods are advancing every day, and prices are subject to advances without notice.

Do not forget that The H. A. Nelson & Sons Co., Limited, still continue, as they ever have done, to lead in display and in distribution of sporting goods in baseball, lawn tennis, cricketing goods, etc. The "Globe" air rifle of which we show an illustration is probably the most popular article that is now being shown amongst spring fancy and toy goods, a practical and safe article.

The H. A. Nelson & Sons Co. Limited's catalogue shows all these lines, and hundreds, even thousands more, all interesting and of importance to the retail merchant. If at time of reading this notice, you have not received it drop a card to The H. A. Nelson & Sons Co., Limited, Montreal, Que., and you will have a copy forwarded you at once.

FINE LINE OF IMPORT GOODS.

The range of import samples this season shown by Warwick Bros. & Rutter, is so extensive that some change has been made in the usual programme pursued by Mr. A. O. Hurst, the chief traveler, who, this year, will begin his trip with his assistant in Western Ontario and work eastward through the principal points. The trip will last three months. Mr. Hurst is showing a magnificent range of samples, and any dealer who fails to see it will have missed something. Better times and the demand for better goods have led to the firm showing some handsome and costly goods this season, but all classes of goods at all prices are represented in this line, and the leading French, German, Austrian and Bohemian manufacturers have contributed to the general result.

A very attractive and new line of goods is shown in statues and statuettes in white Persian marble, mounted on pedestals of wedgewood, which will be a leading line; also a large assortment of wedgewood articles at popular prices, in pin trays, ash trays, toothpick and match holders, plaques, etc. Brass goods are shown in mirrors, vases and sconces, with ebony finish—a striking line. There are easel mirrors on pedestals, both for ladies and gentlemen, while a specialty is seen in wall brush sets—ebony, gold and silver—the articles ranging in price from 50c. to \$10.

Ebony is, in fact, seen in many classes of goods: manicure, toilet and other sets, and including an elegant range of stationery sundries. There are some handsome sets for smokers, in enamel, wood and glass; also

ebony and antique oak cigar and cigarette boxes. A new line of iron candlesticks, in French enamel, will create attention. Sizes holding from one to five candles may be had at popular prices. The same variety is seen in dressing-table mirrors, there being singles, triplicates, horseshoe and other fancy shapes, ranging in price from \$2 to \$10. Of clocks, there are plenty, in onyx, gold and silver.

The serpent design, usually in gold, is worked out in a variety of articles—paper weights, bells, ash trays, etc. There is a very large selection in goods that are of the novelty class for 25c. retailing, and well suited for prizes at card parties and small presents; these consist of pen trays and similar articles, with the skull and crossbones, the devil or some other grotesque design; a grasshopper paper weight, the devil's punch bowl, horn goods, etc. Ink bottles, in ebony, cut glass, gold and silver, are numerous. The glove, collar and cuff, handkerchief and other boxes this season are seen in celluloid, silk and leather, and there are smokers' sets in celluloid, leather and wood. Of ladies' and gentlemen's traveling companions there is quite a range in leather from \$12 up, while music rolls, portfolios (some beauties at 25c.) and other similar goods are shown in leather finish.

The photo frame is a feature this season. They are to be had in all designs and sizes and at all prices. In celluloid, silk, leather, wood, gold and silver, the new shapes are very handsome, and leather goods holding the new sizes of photographs may be had for 25c. retailing. The combined leather and silk frames are unique. The square frames have the matting cut in a circle. Screen styles are popular, and the folding sort may be seen in 2's, 3's and 4's. Small miniature frames of various shapes in gold can be sold retail from 25c. up. There is an array of baskets, especially of office, toilet, candy and other fancy baskets. A large assortment of music and wall books for newspaper holders are shown.

A particularly noticeable line is that of albums. The demand for albums is increasing, and, for the benefit of the trade, the range has been made extensive this season, including United States and German varieties. Musical albums are being sold at prices never before quoted. The old style of family album, holding four photos to the page, is again seen in leather and celluloid. There are some fine decorated albums in plush, some in leather, alligator finish, and others showing a kind of embossed work, with animals and figures brought prominently out on celluloid as bas-reliefs. The assortment of albums represents a hundred different varieties with prices ranging from 25c. retail upwards. They include celluloid,

leather, decorated silk plush (a new and attractive feature) and finely-illustrated covers, while the assortment of scrap, autograph and stamp albums is large. A new thing in scrap albums is one for souvenir post cards, a new fad of Summer tourists and travelers.

In leather goods, purses, portfolios, etc., a new line is ladies' finger purses, now the fashion, shown in pigskin, seal, and all kinds of leather. These will be pushed for Spring delivery, being in present demand. Seals and book marks are shown in various shapes.

For druggists' trade there is a large assortment of perfumes in single bottles and handsome sets, two or three-bottle sets, fancy soaps, etc., with manicure sets in ebony, etc., brush sets and everything of that kind.

The trade are invited to see this line before making all purchases, as so many of the goods are absolutely new, and the classes of articles can be handled profitably for both expensive and cheap trade. There is a nice import range in bibles and prayer-books, which will be shown with the import samples.

ADDITIONAL COPYRIGHTS.

Ottawa, March 7.

11196. London Times' News and Views re Transvaal War. No. 3. Globe Printing Co., Toronto.

11197. Hokey Pokey. Cake walk and two-step. By Frederick V. Bowers. Hill, Horwicz & Bowers, Chicago.

11198. Quo Vadis Waltzes. By Fred. V. Bowers. Hill, Horwicz & Bowers, Chicago.

11199. Oxydonor: Why Are You so Behind the Age? Book. Dr. H. Sanche & Co., Montreal.

11200. Oom Paul. Song. Words and music by Kenneth Ferguson, Glace Bay, Cape Breton, N.S.

11201. Hæc Dies. Chœur Pascal pour trois voix egales. Par Achille Fortier, Montreal.

11203. My Escape from the Boers. The exciting experiences of a Canadian medical missionary. By F. J. Livingston, B.A., M.D. William Briggs, Toronto.

11204. The Filipino Shuffle. Cake walk and two-step. By H. F. Odell. H. F. Odell & Co., Boston.

11205. Strathcona's Horse; or, The Mount Royal. Words by John Blair. Music by J. H. Hyde. John Blair, Grimsby, Ont.

11206. Canadian Criminal Cases. Annotated. Edited by W. J. Tremear. Vol. II. Robert Reid Cromarty, Toronto.

11208. La Revue de Jurisprudence. Par Charles Chamilly de Lorimier. Vol. V., 1899. C. Theoret, Montreal.

11209. Election Poster re Sir Wilfrid Laurier. John A. Harkins, Toronto.

REMOVAL

THE BROWN BROS., Limited

Have occupied 64-68 King Street East as

LEADING STATIONERS

for nearly half a century, and have removed to their

New Premises

51-53 Wellington St. W., Toronto,

where business will be carried on in all the several departments as formerly, with wonderfully increased facilities.

HEADQUARTERS FOR

ACCOUNT BOOKS, STATIONERY, LEATHER GOODS, PAPER, PRINTERS' AND BINDERS' MATERIAL, BOOKBINDING, OFFICE SUPPLIES.

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The top of this pencil is mounted with a pretty stone, there being six colors in the series, the finish of the pencil being in the same color as the stone.

45 cents per doz.; \$4.80 per gross.

Paper Pencils

DON'T WHITTLE AWAY.

When new point is wanted, simply peel off a little of the paper with the thumb nail. No knife or pencil sharpener needed.

Price, \$2.40 per gross.

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THE COPP, CLARK CO., LIMITED

9 Front St. West, TORONTO.

THE BRITISH COLUMBIA TRADE.

II.

VICTORIA BOOK AND STATIONERY CO.

THIS company purchased in January, 1898, the business carried on in Victoria for 12 years by Mr. Robt. Jamieson. The Victoria Book and Stationery Co. consists of Mr. Thomas Earle, M.P., and Mr. H. S. Henderson, who manages it for his partner and himself. Mr. Henderson is a man of experience, and, being a reader himself, has devoted some pains to developing the book department with success. The store, which is handsomely fitted up, is one of the finest in Canada, and it would be hard to find one to beat it. A very large stock of general stationery, artists' materials, Smith-Premier typewriters is carried, and perhaps the firm have the largest stock of fancy goods in the city.

J. JOHNSTON, VICTORIA.

Mr. Johnston began business on Douglas street, Victoria, in 1894, carrying office and general staple stationery. He is sole proprietor, and is assisted by his daughter in the details of the business. He had a long experience in Manitoba before settling in British Columbia, and believes in keeping only saleable goods that can be turned over quickly for cash, and in buying so as to take advantage of the discounts. In the store special attention is paid to the ordering of books, papers and other goods, and having catalogues of them handy to either show or give to probable customers. A tally is kept of particular readers. Catalogues of recent publications in their line are duly sent them. The house also believe in showing leading articles in the window.

CLARKE & STUART, VANCOUVER.

This wholesale and retail firm of booksellers, stationers and printers, consisting of Messrs. Harold C. Clarke and J. Duff Stuart, bought out S. J. Tilley's business in 1894. They have a branch in New Westminster, of which Mr. H. H. Lennie is manager. They carry a full stock of miscellaneous books, latest novels, etc., office stationery, fancy goods, sporting goods, wall paper, typewriters, etc. The printing department attends to die stamping, making rubber stamps, etc. Their music store is in the Vancouver opera house, and they carry the largest stock of pianos in the Province, being agents for Steinway, Nordheimer, Heintzman & Co., Newcombe, Dominion, etc.; also organs, musical instruments, and music.

A. W. KNIGHT, VICTORIA.

Mr. Knight commenced business in Victoria in 1893, having had many years'

previous experience in Kensington, London, England. In 1895, he established himself in the present premises in Yates street, and by endeavoring to meet the wants of his customers, has increased his business until he has now one of the largest periodical and magazine businesses in the city. He carries a full line of general stationery and a large stock of novels and other literature; also purses, pocketbooks and other leather goods, and a good stock of smokers' requisites—pipes, cigars, tobacco, etc. Mr. Knight is assisted in his business by one of his sons.

BRITISH COLUMBIA STATIONERY CO.,
VANCOUVER.

There has lately been established in Vancouver a wholesale stationery firm called The British Columbia Stationery Co., Limited. Stocks from the principal sources in Canada, the United States and Old Country have been got together in the warehouse on Cordova street. Mr. Wm. Armstrong, with Buntin, Gillies & Co., of Hamilton, for many years, is managing-director, and by his ripe experience is well qualified to make a success of the new business. The British Columbia Stationery Co., Limited, carry a full stock of staple stationery, blank books, and printers' stationery. A special line is made of wrapping papers in rolls or flat, and paper bags, the firm having the exclusive control of the make of a leading factory.

WALL PAPER NOTES.

Decorators and paperhangers now generally admit the advantages of a prepared paste for paperhanging. It is cheaper and better than making their own. It saves time and annoyance, and eliminates one of the most disagreeable features of the wall paper hanger's vocation—so says an American authority.

An American contemporary mentions what might be a good move in the matter of designing wall paper patterns. This is the printing the name of each paper in the margin, that dealers may be the more easily enabled to tell their customers what variety of design it is that they are looking at, i.e., "The Thistle," "The Lotus," etc. The modern wall paper designer ranges through the whole botanical field for his ideas and very often the merchant has not the slightest idea as to which flower it is that the pattern is supposed to represent. Everybody likes to know what they are buying, and often it happens that a piece is passed over for no other reason than that no name can definitely be given to the design. It is said that one of the largest departmental stores in the world employs a woman merely

to give names to new shades and fabrics, and, as the aforementioned paper remarks, "Thousands who would pass a dull slate-colored silk, rush to buy the same fabric when labeled 'Morning mist.'" It may, perhaps, be the case that Linnæus himself would find it hard to designate the species of some of the designers' magnificent floral productions.

The little study in the house in New York, occupied by Col. W. N. Amory, has its walls covered with paper having a face value of about \$412,000. If the owner, however, should take it from those walls and try to sell it he would have to accept a good deal less for it. Colonel Amory has had this remarkable wall paper for some ten years. It consists of derelict securities, which were meant to command the respect of investors. They are, as a matter of fact, 6 per cent. bonds, each of the par value of \$1,000, of the Consolidated Jellico Coal and Iron Company, which is still alive because the Attorney-General of the State of Kentucky has never taken the trouble to wind up its affairs. The bonds figure in a neat pattern on the walls, each promising to pay the holder, on April 1, 1919, the sum of \$1,000 in United States gold coin, and explaining that a deed of trust regarding them has been made to the Metropolitan Trust Company of New York. The frieze which runs around the room just under the ceiling is composed of the semi-annual coupons, each of the par value of \$30. The company did not materialize, but Colonel Amory's connection with it cost him \$10,000, and the bonds on his study walls are all he has to show for his investment.

There is sufficient wall paper piled on the pavement in front of C. L. Nelles' big bookstore says The Guelph Advocate, to hide all that will be left of Cronje's army when Kelly-Kenny and French have finished their little game of warfare with that section of Oom Paul's braves. The entrenchment is sixty feet long, eight feet high and eighteen inches thick, comprising twenty-one thousand rolls of Watson, Foster wall paper for 1900.

Colin McArthur & Co., wall paper manufacturers, are seeking incorporation, with \$200,000 capital. The applicants are: Colin McArthur, manufacturer; David Jamieson McArthur, manufacturer; William Williamson, manufacturer; Margaret McArthur, spinster, and John McDonald, accountant, all five of Montreal. Colin McArthur, David J. McArthur and William Williamson are to be the first directors of the company.

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Watson, Foster Co.

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Every grade of
 Wall Papers

VASTER AND BETTER EQUIPPED WALL PAPER
 FACTORY "THAN HAS BEEN."

MONTREAL, QUE.



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- Book No. 1 Ungrounded Papers and Flats
- Nos. 2 & 3 Flats (cheap)
- No. 4 Flats and Gilt (cheap)
- No. 5 Plain and Embossed Gilt
- No. 6 Plain Gilt and Flats
- No. 7 Better Plain and Embossed Gilt.
- No. 8 Wide Flats
- No. 9 Wide Gilt
- No. 10 Ingrains (in combinations)

N.B.—These books cost you nothing, but are invaluable for selecting or sorting up your stock.

BROWN BROS.' NEW PREMISES.

It is in keeping with the artistic nature of their business that the Brown Bros., Limited, should make the new building into which they have moved this month as interesting because of its architectural beauty as it is suited to the business of the firm, because of the large floor area it affords for manufacturing, storing and selling.

A brief visit to the various departments of the new premises was made by a representative of BOOKSELLER AND STATIONER the other day. The impression forced on one by such a visit is that of completeness, that nothing more could be added to make the business run more easily or economically.

In the basement, heavy goods, such as copying-presses, mill-boards, straw-boards, heavy papers and reserve stocks of light papers, inks, etc., are stored.

On the ground floor are the offices and the sales department. The offices are to the left of the doorway, and reach about half the length of the floor. On the right of the doorway account books, which are a specialty with this house, are shown in every style, shape and price. From the stairway, which is about sixty feet from the

front, to the back, a stock of leather goods, metal goods, stationery; in fact, everything in the way of office supplies is carried for the inspection of buyers.

At the head of the stairs on the first floor a large assortment of stationery, account books and other supplies, especially suited for banks and counting-houses are kept. To the back on this floor printers' and bookbinders' supplies are stocked. The profusion of leathers, writing papers and flat papers of every conceivable shape, kind and color here shown is conclusive evidence in itself of the comprehensiveness of this firm's business.

A visit to the second, third and fourth floors is especially interesting, as to be seen here are the intricate processes which produce from paper, leathers, linen, straw-board, etc., the great range of stationery, account books, etc., as well as the many beautiful materials in leather goods which are shown and sold on the floors below.

The firm have taken advantage of the opening in their new premises to instal the most modern and intricate machinery for the various stages of the work, sewing, paging, perforating, ruling, cutting, etc., that could be secured. The motive power is electricity. In every department changes

tending to economy and facility of production have been introduced.

Though the extent of the building, six floors, each 46x200 feet is great it is well lighted throughout. In every way precautions have been taken against fire. The hoist and stairway are each enclosed in a strong, fireproof casing of brick. For the convenience of the employes, lavatories have been placed on the second and third floors.

In fact, as stated before, the building is in all respects most modern and complete.

Mr. J. C. Cockburn, traveler for Goodall's, has just made his first visit to Canada, having passed through on his way to Japan. Previously, he has made periodical visits to South Africa, but the war prevented that this season. Mr. Cockburn has made a most acceptable representative in the absence of Mr. Goodall himself.

J. K. Cranston, of Galt, has sold out his business to Mr. Thomas Ballantyne, ex-principal of the Dickson School, who will carry it on as well as retain his connection with the insurance companies which he has represented since he retired from school life. It is 15 years since Mr. Cranston started in business for himself in Galt, and he intends now to remove to Toronto.



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If you haven't bought, it's not too late—write us to send representative or our sample books.

We have a number of electro cuts for illustrating Wall Paper advertisements, and will be pleased to furnish them to customers desiring to do some special Wall Paper advertising.

M. STAUNTON & CO., **TORONTO**
MANUFACTURERS

NEW BOOKS REVIEWED.

SIR DAVID WILKIE.—By Edward Pinnington. Cloth; 160 pp.; 1s. 6d. Oliphant, Anderson & Ferrier, Edinburgh. This short biography of Wilkie—the latest of that excellent Famous Scots Series—deals also with the Scots school of painters. Wilkie's own career, his early straits, his going to London in 1805 with £60 in his pocket, and his subsequent success there, when kings competed for his pictures and the noblest in the land gave him commissions to paint, are all described in a vivid and interesting way. We get an insight into the conditions of art in England during the first part of the century, the ways of Academicians, etc.

HISTORY OF SCOTLAND.—By P. Hume Brown. Vol. I., to the accession of Mary Stuart; 408 pp.; 7 maps; 6s. Cambridge Historical Series. C. J. Clay & Sons, Ave Maria Lane, London. A text book for students, this work also fills in all particulars the requirements of a popular history of Scotland. It embodies the latest researches into Scotch history, leaves no event of secondary importance unrecorded, and is written throughout in an impartial style. Despite the wealth of detail necessary for purposes of study it may be read as a narrative with equal interest and profit. In the numerous homes of Scotch-Canadians, where children are growing up to whom a knowledge of the land of their parents is valuable, Dr. Brown's book will be welcome. Dealers may confidently recommend it as the best history for home as well as school. Vol. II., bringing the history down to date, is now in the press.

THE BLACK WOLF'S BREED.—By Harris Dickson. Cloth, \$1.25. Geo. J. McLeod, Toronto. To lovers of historical novels this will prove an agreeable book. It recounts the adventures of a young French colonial captain who is sent on a mission to Paris by Bienville, Governor of Louisiana, who records the impressions made upon the mind of a simple soldier by the state of France under Louis XIV., by court intrigues, by meetings with assassins and other strange adventures natural enough to the period. He returns to America, takes part in the fight at Pensacola, and secures a bride and wealth by discovering his true parentage. The elements making up the tale are familiar enough, but there is dash and vigor in the narrative to hold the reader's atten-

tion and charm away several hours of passing time.

THE EXPANSION OF THE BRITISH EMPIRE.—By W. H. Woodward. Cloth; 326 pp.; 7 maps; 4s. Cambridge series for schools and colleges. C. J. Clay & Sons, London. Copp, Clark Co., Limited, Toronto. This is a decidedly useful book. It is not a mere summary of colonial history. While the author brings out the main points in the colonization and conquest which resulted in the British possessions in Asia, Africa, America and Australia, he does so more for the purpose of illustrating and expounding the principles that underlie the development of the Empire. With the grant of responsible Government to the leading colonies he considers their history of less consequence to the object in view: that of tracing the growth of colonial power. The book shows a remarkable power of intelligent compression. It contains a list of dates and of authorities to be consulted and is very complete for Canadian as well as English collegiate use.

WHO OUGHT TO WIN, OOM PAUL OR QUEEN VICTORIA?—By Spencer Randolph. Cloth, 75c. Laird & Lee, Chicago. This is a well-condensed, readable account of the South-African embroglio from the Boer standpoint. It shows no particular insight into the general question now at issue, but its summary of the historical events in South Africa is valuable. There are illustrations and a map. We doubt if the tone of the book would commend it to many Canadian readers.

THE EVENING AND THE MORNING.—By the Rev. Armstrong Black. Cloth, gilt top, 159 pp. The Westminster Co., Limited, Toronto. Mr. Armstrong Black, who lately came to Toronto from the Old Country as minister of St. Andrew's Church, brought with him to Canada a reputation for culture and scholarship. This reputation is borne out by the volume of discourses and reflections here collected together and given to the public in a neat and appropriate setting. The book will, doubtless, find many readers who have heard of Dr. Black.

ANOTHER NEW WAREHOUSE.

During the past two years The Copp, Clark Co., Limited, Toronto, have found their present building too small, and have been looking around for a new site. They

have selected one, which is not far from their present warehouse, and is near the Queen's hotel, on Front street west, Toronto, next to Warwick Bros. & Rutter. The construction of the new warehouse has been forced upon them by the increase of trade, and the fact that they have for several years been using extra warehouse accommodation in other parts of the city. The new warehouse will afford double the accommodation over the present premises, so that, except for the manufacturing departments, the firm's whole business will be under one roof.

FOOLSCAP PAPER.

What is called foolscap paper gets its name from the fact that, after the trial and execution of Charles I. in front of his own palace of Whitehall, London, in January, 1649, the Parliament party, to throw contempt on royalty, changed the watermark of paper from the King's arms to a fool with cap and bells. This mark ceased when the monarchy was restored, but paper of the particular size on which it had been placed retains the name of foolscap. Post paper is said to have been so called from the post-horn, which was its distinguishing mark at one time. When the general post was established in England, about the year 1670, it was the postman's practice to announce his coming by blowing a horn.

NEW YORK CONDEMNS SAPHO.

Under a decree of Chief of Police Devery, Miss Nethersole was not allowed to appear in Sapho at Wallack's Theatre, New York, on the evening of March 5. The police order followed the decision of Magistrate Mott in the afternoon holding Miss Nethersole, her manager, and others connected with the play, to answer to a charge in the Court of Special Sessions that, in producing the play Sapho, they violated Section 385 of the Penal Code, offended public decency and maintained a nuisance.

Thus far, the book trade has not been molested, though there is a feeling abroad that the agents of the Society for the Prevention of Crime are watching an opportunity to construct a case to suit their purpose. Since the conviction, last week, of Kohler, the Philadelphia newsdealer, the vendors have become less vociferous and more guarded in offering their "faked" editions of "Sapho"; notwithstanding this, the Philadelphia police, on March 5, arrested Bernard Kline, a street pedlar, on the charge of selling "Sapho." Magistrate Jermon, of the central police court, held Kline in \$600 for dealing in obscene literature.—Publishers' Weekly.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between February 7, and
March 7, 1900.

Compiled for BOOKSELLER AND STATIONER.

11161. Canadian Jack ; or The Honor of the Empire. Patriotic song. Words and music by Frank D. Fenwick, Sarnia, Ont.

11162. L'Epreuve. Livre. Par Paul Emile Prevost, M.D., Montreal.

11163. The Progressive Score and reference Turf Guide Book. Douglas Alexander Thurston, Detroit.

11164. My Redeemer and My Lord. Poem by H. W. Longfellow. Music by Dudley Buck. Church Co., Cincinnati.

11165. The Canadian Hymnal. A collection of hymns and music for Sunday Schools, Epworth Leagues, Prayer and praise Meetings, Family Circles, etc. Revised and enlarged. William Briggs, Toronto.

11166. Benedicite, Omnia Opera. Music. By Albert Ham, Mus. Doc., F.R.C.O., Toronto.

11168. Ottawa Sketches. Published in The Morning Chronicle and Daily Echo, Halifax, N. S. Temporary Copyright. Chronicle Publishing Co. Limited, Halifax.

11169. Britons ! Remember ! A new patriotic song. Words by C. A. Parker. Music by Geo. Bowles. Geo. Bowles, Winnipeg, Man.

11170. He Isn't Sleeping Now. Patriotic song. By James Fax. Arranged by Arthur Blakely. James Fax, Toronto.

11171. The Knights of the Cross. By Henry Sienkiewicz. Translated from the Polish by Jeremiah Curtin. First half. George N. Morang & Co. Limited. Toronto.

11172. My Sweetheart Waltzes. By A. Wellesley. Amey & Hodgins, Toronto.

11173. L'Absent. Walse pour piano. Par A. J. H. St. Denis. Andre Julien Hormidas, St. Denis, Montreal.

11174. Trinklied. Words, Old German. Translation by M.R.L.S. Music by Herman Lohr. Church Co., Cincinnati.

11175. A Treatise on the Law of Mortgages of Real Estate. By Edwin Bell, LL.B., and Herbert L. Dunn, B.A. Edwin Bell, Chatham, Ont., and Herbert Langell Dunn, Toronto.

11176. Saw Logs. Contents in Feet, Board Measure, Province of Quebec, Log Table, 1889. Compiled by A. D. Ritchie. The Laurentide Pulp Co. Limited, Grand-Mere, Que.

11177. Der Schwiegersohn Von Rudolf Baumbach. Annotated by Dr. Wihelm

Bernhard. With Appendices by L. E. Horning. Copp, Clark Co. Limited, Toronto.

11178. Fritz the Cat. Photo. James Esson, Preston, Ont.

11179. Coontown Revels. Characteristic March, Two-step and Cake Walk. By Chas. E. Musgrave. Anglo Canadian Music Publishers' Association, Limited, London.

11180. Royal Canadians March At Seat of War. Words by John Lion Alexander. Music by G. Alexander. John Lion Alexander, Toronto.

11181. Here We Are ! Canada's Contingent No. 1. Patriotic song and chorus. Words by Will Burt. Music by Will Pearce. William Murray Pearce, Wolfe Island, Ont.

11182. Longing. Words by Franklin Pierce Carrigan. Music by Clayton Johns. Church Co., Cincinnati.

11183. To A Rose, Words by Charlotte Fiske Bates. Music by Clayton Johns. Church Co., Cincinnati.

11184. Night and the Violets. Words by Mrs. Denis O'Sullivan. Music by Mary Carmichael. Church Co., Cincinnati.

11185. Brigade Lancers. New Edition introducing Soldiers of the Queen By John Waldron. Anglo-Canadian Music Publishers' Association, Limited, London.

11186. Selections from Scottish-Canadian Poets. William Campbell, Toronto.

11187. Canadian Drills and Exercises No. 3. Canada, Our Homeland. By Edith LeLean, Toronto.

11188. The Poems of Archibald Lampman. Edited with a Memoir by Duncan Campbell Scott. Emma Maud Lampman, Ottawa.

11189. The Assessors' Guide. By James Morrison Glenn, Q.C., LL.B. Second Edition. The Municipal World Publishers, St. Thomas, Ont.

11190. After All. Words by G. H. Kerr. Music by Howard Webster. Whaley, Royce & Co., Toronto.

11191. An Old-Fashioned Girl. Words by George Strayer Maxwell. Music by Lee Olean Smith. Whaley, Royce & Co., Toronto.

11192. Songs of Iras. From Ben Hur. Words by Lew Wallace. Music by Edgar Stillman Kelly. Church Co., Limited, Cincinnati.

11193. Lines on The Relief of Lady-smith. By Robert Jamieson, Perth, Ont.

11194. Lovell's Loose Leaf Invoice Form. Marked A. Robert James Lovell, Toronto.

11195. Lovell's Loose Leaf Invoice Form. Mrrked B. Robert James Lovell, Toronto.

INTERIM COPYRIGHTS.

619. Bobs ; or Herofame. The National Game. Game of cards. Clara Elma Speight Humberstone, Newton Brook, Ont.

620. Our Canadian Contingents. Patriotic song. John Woodruff, Ottawa.

621. Strathcona March. By Ludwig Waizeman. J. L. Orme & Son, Ottawa.

622. L'Auditeur. Livre. Frederic La-pointe, Montreal.

623. Coupon de Primes. Feuillet. Alphonse Gelinat, Ste-Anne de la Perade Que.

624. My Escape from the Boers : The Exciting Experience of a Canadian Medical Missionary. By F. J. Livingston, B.A., M.D. William Briggs, Toronto.

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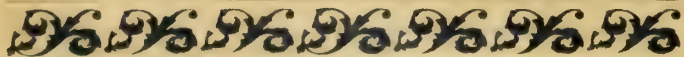
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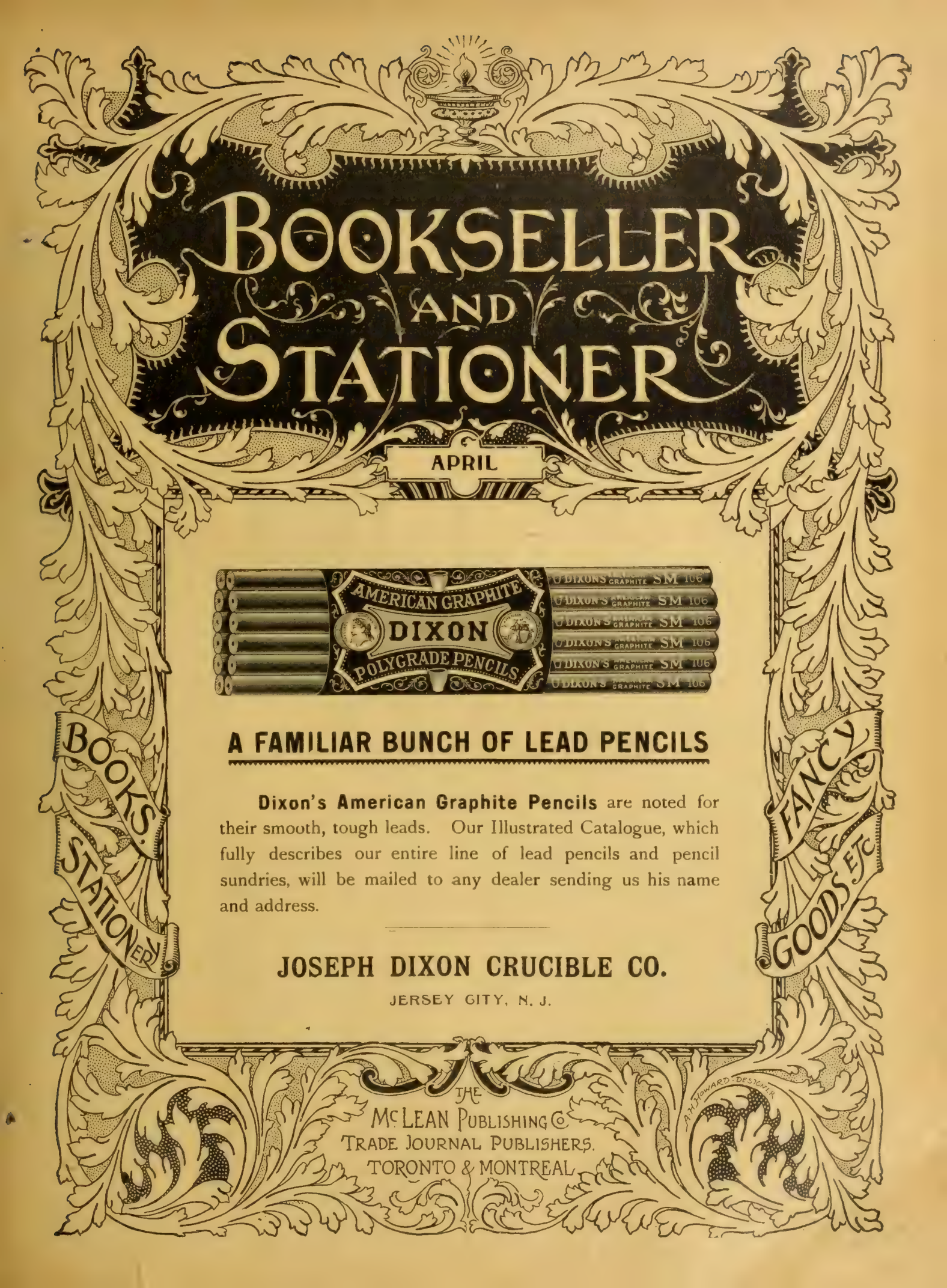
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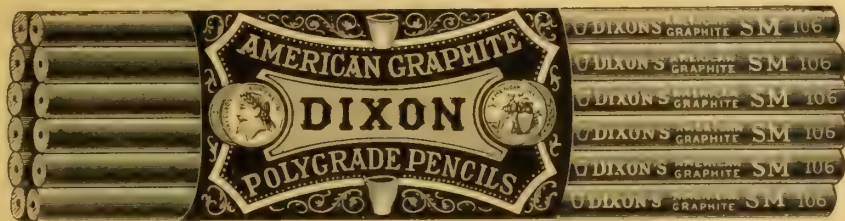
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TWENTY-SECOND YEAR.

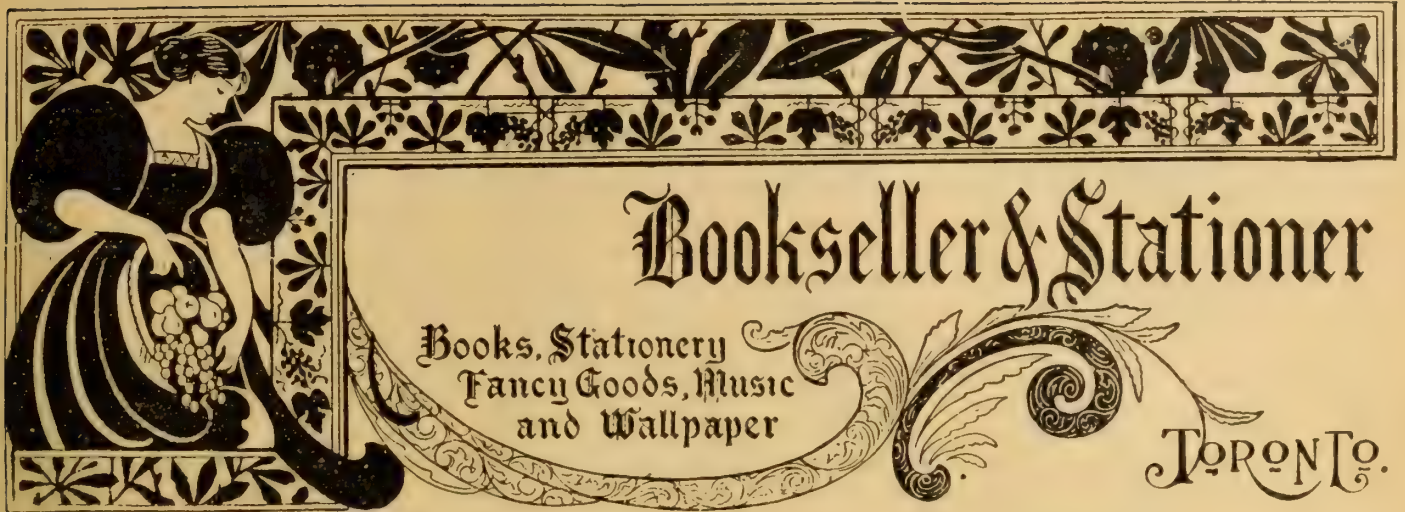
Our travellers are now on the road with our twenty-second annual display of import fancy goods. Our long experience in this business has enabled us to collect together from the markets of the world the finest display of fancy goods ever shown in Canada. Fancy articles of Stationers' sundries are a prominent feature in the line.

WARWICK BRO'S & RUTTER,
TORONTO.

TWELFTH YEAR.

This is the twelfth year we have had the pleasure of acting as sole Canadian Agents for Raphael Tuck & Sons Co., Limited. Each year we have increased their business until to-day the name of Tuck stands pre-eminent for works of Art in the line of Christmas publications. Two things have aided in this result: First, the production by them of the best goods in the world; second, the care taken by us in placing them with the best trade only. We can assure you that this year's line will show the same advancement over its predecessors as heretofore, and this is saying enough.

WARWICK BRO'S & RUTTER,
TORONTO.



CURRENT NOTES AND COMMENTS
OF INTEREST TO THE TRADE.

Getting Behind The Times.

The recent going-to-the-wall of two of the best-established American publishing houses within the past few months has led to much comment, and, indeed, to a good deal of astonishment. The causes which led to such results have been widely discussed, and the question has broadened out into that of whether the fate of publishers on this continent is going to be a happy one at all. The London Saturday Review, speaking editorially on this subject, attributes the recent failures to the fact that a prolonged continuance of success had led to carelessness in typography and some of the minor details such as go to make up an attractive book. "For years," it says, "certain of the more conservative publishers went on issuing books in which the matter was thought to be of so much more importance than the manner, that very little attention was paid to the small niceties of book-making, only sufficient regard being given to the general make-up to use clear type and sufficiently-strong paper and binding to satisfy the demands of less-exacting readers." The Review goes on to show that new firms began to turn out finer work and daintier handicraft; and, while at first they only got the opportunity of putting

their work on the books of young and comparatively unknown authors, gradually the difference began to tell, and the houses which were keeping strictly in accord with the times began to receive many of the better class of writers. Book-buyers are of varying tastes and classes; but there is a very large proportion of them who are governed much by the appearance and attractiveness of the article, and even the best writers will, in time, have to bow to the verdict of the vast majority. The lesson is plain. Attention to the small details, and constant watchfulness for novelty, is an essential to success. This is not true of publishers only, but of dealers.

**

The Price of Paper Books.

The question of what price ought to be paid for paper editions of the better class of books is a much vexed one, and has often come up for discussion. Many merchants amongst the booksellers contend that there is no reason why the public should be condemned to pay 75c. for these editions. When a book exceeds four or five hundred pages, they say, there is some reason for the demand, and they can face their customers without flinching, but when one of 150 pages is put on the market at this price,

buyers say they would sooner get it in cloth, if they are to pay such a price, and it is well known that few books of this kind are bought in cloth, unless for presents. The booksellers claim that were the price reduced to 50c., the demand would be so much greater that any immediate loss would be more than compensated—that it would, in fact, act in the same way as penny postage or any other reduction, which has been regarded with fear and trembling in the first instance, but proved a great blessing in the end. Of course, it is well known that after the first edition of a book is out the expense is a trifling matter, and thus leeway might be made up. On the other hand, the publishers claim that the actual cost of getting out the book is so near the margin that any such decrease would be impossible.

A publisher recently stated that if they made 2c. per book they would be well satisfied. The price of paper at the present time is up, as also the price of labor, though this latter makes very little difference in the book-making business. The position of the booksellers is this, that they dislike making their customers pay a price which they feel is too much, while, at the same time, they are not making any decent profit themselves. The price paid for a 75c. book is generally 55c., and after about 10 per cent. has been taken off in handling expenses there is not much left. Certainly it would have a good effect if the better books could be sold at 50c., as it would crowd out to

some extent the worthless stuff which is sold now so widely.

The departmental stores will continue to undersell the bookstores, no matter what they do. For it may not be a gain in one department, but is made up in another. Again, the quality of paper is very often inferior. This is not generally known. But the departmentals very often get an edition specially bound to suit themselves, and printed on cheap paper, which enables them to sell at a price impossible to the ordinary merchant.

THE TRADE IN MONTREAL.

From THE BOOKSELLER AND STATIONER'S Special Correspondent.

MONTREAL, April 3.

EVERYONE has been sitting up nights reading "To Have and To Hold."

It is far and away the most popular book of the hour, and will likely continue its hold on readers for some time. Now that the 75c. edition is out, the demand is ten fold increased. Another paper edition has been very much in request. i.e., "The Transvaal from Within." This book gives as good an account as any of the situation which has led up to present conditions in South Africa. In fact, Mr. Chamberlain has recommended it in answer to certain questions in the House of Commons. This has been an excellent advertisement of the book. The other book of the month is G. W. Stevens', just published. Though there is but a comparatively small amount for the 75c., still the author's name carries weight enough to warrant it, and the book has had a plentiful sale. As for the rest, they are practically synonymous with those of last month. One or two that are more or less prominent are: "History of the Boer Trek," by Henry Cloete; "Babes in the Bush," by Baldrewood; the cheap edition of "By Right of Sword"; "Adrienne de Portalis," by Arch. Clavering Gunter; and "A Son of Erin," by Annie Swan.

The Montreal News Company have a 50c. edition of "The Heart of Princess Osra," by Anthony Hope. They also announce that on April 9 they will have a picture of the Battle of Paardeberg, in which the Canadian regiment took part. This will be in colors, 30x22. On the same date they will be ready with the first of a series of booklets, called "Commanders of the Empire." No. 1, which is now here, is devoted to the 12 British generals now in South Africa, or who have lately fallen there. Condensed biographies of all are given in the front, and excellent photo-engravings constitute the rest. The booklet is an exceedingly pretty one, and will

retail at 30c. The photos are of Roberts, Kitchener, Buller, Warren, Baden-Powell, White, French, Macdonald, Wauchope, Gatacre, Symons and Methuen.

There has just appeared a very good thing in the form of a serio-comic map of Europe, by Fred Rose, author of "Angling in Troubled Waters." The map shows in caricature the present political attitude of the different countries. For instance, Britain and Ireland are thus represented: England is John Bull, standing with loads of ammunition, etc., and being attacked by two wild cats, while Ireland is in the form of a woman making at John Bull, but held around the waist by a man (the loyalty of the people). France is busy with a doll's house (the Exposition), but has one hand ready to scratch John Bull, and with the other beckons Germany to back her up. Portugal is a key—the Delagoa Bay business. Russia is an octopus, with antennas surrounding many European States, and so on, through the whole continent.

Since the middle of February the trade has been a little more slack than before. This is not to be wondered at, considering that so few new books are forthcoming. The ladies are busily engaged in picking up the new fashion books, of which there are plenty.

Easter cards are attracting some attention, but there is no undignified rush for them, and few of the stores are making extensive displays. The trade is very quiet, and has little to say for itself. This is, perhaps, the case more in the city than throughout the country. Here the latest news of the war is so eagerly sought in the newspapers, that there is not so much time for steady reading. But where newspaper reports are slower, etc., the trade is reported better.

NOTES.

In cooperation with William Heinemann, of London, and with Hachette et Cie., of Paris, Frederick A. Stokes will shortly offer a fully illustrated "Guide to the Paris Exposition." It is said that the book will be the most complete of its sort ever issued, and will contain 13,000 illustrations, 30 maps and plans, and 500 original articles. It will give all practical information and will cost 50c.

"Richard Carvel" is in its 340th thousand. The 26th edition has been announced. "David Harum" is near the 500,000 mark.

J. S. M.

THE CANADIAN COPY BOOK.

THE Canadian copy book which is being distributed gratis by the High Commissioner among schools in the United Kingdom is a very neat production, and calculated to impress upon the youth of the country some essential, but we fear only too little known facts regarding Britain's greatest colony. The style of writing encouraged is somewhat stiff, round and slightly back-handed. The texts consist for the most part of useful facts about the Dominion, but there are some exceptions. Thus one says, "The American continent belongs mostly to the British Empire," which is not a fact in the sense in which the schoolchild is likely to accept the phrase; and the second, "British possessions can feed the whole world," which we doubt. From this point, however, are given such valuable information and advice as—"Domestic servants



ALEXANDER MCLACHLAN.
(From a photo taken by Arthur Cox, A.R.C.A.)

are in demand in Canada," "Join those who are colonizing in Western Canada," "Pre-eminent Canada stands as a wheat producer," until for no apparent reason we are told that "X is a capital letter extremely seldom used." A good finish up is made with such sentences as—"Montreal, the head of ocean-navigation in Canada," "Ottawa, the seat of Canadian Government," and "St. John, a Canadian harbor open the year around." But besides being a help to penmanship, the copy book should serve as a reader for the children, and perhaps, finally, a small hand-book to Canada for the parents, for attached to the publication are a number of pages of interesting and practical information on the resources and products of Canada.—London Canadian Gazette.

A new use for blotting paper has been found, namely, to stop bleeding of the nose. Cut some blotting paper about an inch square, roll it about the size of a lead pencil, and put it up the nostril that is bleeding.

BOOKS AND PERIODICALS.

CANADIAN BOOKS.

THE volume containing the poetical works of the late Archibald Lampman, of Ottawa, which was prepared by a committee of the poet's friends, including Mr. Duncan Campbell Scott, was issued in Canada last month by Morang & Co. It has been so largely taken up by the admirers and friends of Mr. Lampman, both in Canada and England, that the whole of the first edition is now exhausted. As the proceeds of the work go to the poet's family, the success of the book is a gratifying tribute to the popularity and appreciation bestowed upon the poet, both during his lifetime and since.

"The Python and the Worm" is the title of a new book by "the Khan," the well-known Toronto journalist, with illustrations by Sam Hunter. The book consists of a story of Ontario life and some of the Khan's recent poems. The author gets very near the hearts of his readers in all he writes, and these verses are selected carefully.

"The British and Dutch in South Africa," is the title of a pamphlet by James H. Stark, of St. John, N.B. It is a collection of facts obtained from the most authentic sources as to the cause of the present war, and what its effect will be on the future of the British Empire. The pamphlet is for sale at J. & A. McMillan's.

"The History of the Montreal Stage" is an interesting book that is to be published shortly by the Franklin Association, Philadelphia. It will be written by Frank T. Graham, who has gathered materials in six different countries. The annals of the Montreal stage extend back to 1786, and will prove interesting to many Montreal readers.

The sale of Kingsford's "History of Canada," is now in the hands of William Briggs, who took over the stock when the former publishers, Rowsell & Hutchison, gave up business. The work is the standard on the subject—in fact, the only exhaustive history of Canada that we have. In ten large volumes, it covers the ground from the earliest discovery of the country to the year 1841. Mr. Briggs has also arranged to handle the remaining stock of Kingsford's "Early Bibliography of Ontario," a valuable little work in which is

found much information hardly procurable elsewhere.

RYERSON EMBURY.

Mr. Albert Carman's new novel, "The Preparation of Ryerson Embury," will continue to attract attention for some time, on account of the questions it raises affecting religion and the Methodist Church. It is brightly and incisively written. The narrative is lively and entertaining, and no one who knows Canada can doubt that it is a true picture of life in a college town. Embury is a student who rejects the "revival," and by gradual steps becomes an avowed freethinker. This severs him from his lady-love, by setting up a barrier between him and the church-going class. A strike in the town turns his attention to the woes of the poor and the rights of labor. He adopts Henry Georgism and is called upon to address the strikers. If he does so he knows he will lose his position in the law office where he is beginning life. For the sake of truth and the strikers he makes the sacrifice, and the curtain falls upon a reunited pair of lovers, and a declaration by Embury that religion worked out as Henry George lays it down, is a real and living force. Portions of the book are dramatic, and all are readable. The various characters in its pages are well drawn. The dialogue is never dull, and sometimes sparkles with happy phrase and humorous allusion. All who are interested in the attitude of young Canadians toward the church will care to read the book, and, although it is not what one would call a sympathetic view of religious life, there is nothing improper or coarse from cover to cover. The dealer, therefore, can recommend it without fear.—Publishers' Syndicate, Toronto.

REVELL CO.'S NEW BOOKS.

The Spring announcement of The Revell Co. contains a number of splendid new books, some of which are enumerated below:

"Arabia, The Cradle of Islam," is by Rev. S. M. Zwemer, F.R.G.S. It contains studies of the geography, people and politics of the Peninsula, with an account of Islam and missionary work. It is well illustrated, is 8vo in size, with over 400 pages, and the price is \$2. The book is ably planned and executed. It practically has the field to itself, for there is no other available book which gives such an excel-

lent idea of the country and its inhabitants, and none at all which includes so much information of general interest about Arabia, together with an account of Christian missions there.

A new volume of Stories of Missions Series is entitled "The Cobra's Den," by Rev. Jacob Chamberlain, author of "In the Tiger Jungle," a book which has had a very large sale. "Legalized Wrong," a comment on the tragedy of Jesus, is by a Chicago barrister, Robert Clowry Chapman, a 16 mo, bound in cloth, price 50c. Newell Dwight Hillis says of it: "It is clear, strong and convincing." "The legal argument is in itself a masterpiece of which the bar may be proud, stronger because it is clothed in language which any student may understand," is what The Chicago Law Journal says of it."

A theological work by a Canadian author is also announced, "Bible Studies on Sanctification and Holiness," by Rev. J. D. MacGillivray, Presbytery of Truro, Nova Scotia; 12mo, cloth \$1. "Village Life in China," by Arthur H. Smith, recently published, is having a good sale. This firm also announce The D. L. Moody Year Book, a living daily message from the words of D. L. Moody; "Moody's Latest Sermons and Short Talks," by D. L. Moody, two posthumous works by the famous evangelist.

MORANG & CO.'S NEW LIST.

After some delay, the complete book on "The English in Africa," which has been in preparation by Hon. David Mills, is now on the point of issuing from the press of Morang & Co. From advance sheets, we can say that the work will supply much information hitherto inaccessible. A large part of it has been derived from diplomatic correspondence and State papers, and, therefore, presents some new aspects of the question arising out of the British operations in Africa, new even to wide readers. Particularly on the subject of the South-African Republics, Mr. Mills throws much light on the causes of the war. His remarks are not confined to mere general observations, but gives special instances of great importance. While the reader cannot fail to be convinced of the absolute necessity of the present military operations, the book is by no means one-sided, and it comments upon Mr. Gladstone's policy. One of the most interesting things in the book is the statement of Lord Randolph Churchill respecting the difficulties in South Africa, after a personal inspection of the conditions. The author also gives in extenso a very judicious monograph on the subject by Lord Selborne. As might be expected, the book is strong on the constitutional and legal aspects of the

BOOKS AND PERIODICALS—Continued.

case, an examination of which is found in the able treatment accorded to the question of commandeering. The book is one which may be read by the general public; will also be found as effective by the statesman and student, and is altogether different from the multitudinous brood of volumes which have been so recently hatched in the heated atmosphere of bombardments and African "scare-head" cables. The value of the book is enhanced by a very good index.

"To Have and To Hold," by Mary Johnston, published in Canada by George N. Morang & Co., is easily the book of the day. In this powerful and popular story, which has burst upon the public in an avalanche-like way unusual and extraordinary for the work of a young writer, Miss Johnston has utilized the opportunities afforded by the early days of Virginian colonization. Coming out first in serial form in *The Atlantic Monthly*, "To Have and To Hold" raised the circulation of that periodical by 50,000 monthly, and, on being published as a book, in Boston, it reached a sale of 120,000 in three weeks. There is quality and style in the story to account for these phenomenal occurrences. Some reviewers are saying that it is the great American novel. However that may be, it is evidently the candidate of the moment for popular favor. One reason for the enormous sale is found in the fact that readers of all classes find something to interest them, poetry for the poet, a pretty love story for the sentimental, and a vivid narrative of facts for the lover of history. The materials are compounded with so much skill that the book is eagerly read. "To Have and To Hold" is a book that people sit up until 4 o'clock in the morning to finish. A book that they cannot wait to have lent to them; they must buy it for themselves. The sales, both here and in the United States, show how ready the public are to appreciate a really good thing.

The immense run on "To Have and To Hold" has led to corresponding interest in "The Prisoners of Hope," by the same authoress. It is a book in which the same splendid powers of description are displayed. The trade will find that there will be a large sale of the book wherever "To Have and To Hold" is taken. Morang & Co. will shortly have a Canadian edition on the market.

Morang & Co. also announce a Canadian edition of "Beyond the Hills of Dream," by W. Wilfred Campbell. This volume of poems contains much of the author's very best work, including the wonderful poem of "The Mother," which, when first published in a Chicago magazine, at once attracted the notice of the world.

In the case of "Resurrection," Tolstoy's new book, the proceeds of the author's royalties are going to the Doukobors who have emigrated to Canada. The first edition is exhausted. The rapid taking up of the book was to be expected from the very faithful way in which Tolstoy deals with the deepest problem of life. Its outspokenness on matters that are usually concealed or glossed over may offend some readers, but it is sure to win the attention of those who believe in a downright frank exposition of the effect of human nature.

Few books have aroused such widespread and immediate interest as G. W. Steevens' posthumous work "Capetown to Ladysmith." The first large edition of 2,000 copies was all but sold out on the day of publication, and now the second edition is selling rapidly. The literary side of journalism lost a valuable man when the brave and accomplished fellow was laid in the cemetery of Ladysmith at dead of night with the Boer searchlight shining upon the burial party. But the book itself fully sustains the reputation won by the author in his American, Egyptian and Indian sketches. He possessed a wonderful faculty for terse, graphic description, illumined by humor and true insight—a whole chapter in one paragraph. Inscrutable is that fate which cut off in early life a man who would have set a standard in descriptive newspaper writing, which only those possessing keen grasp, vivid insight and ripe scholarship could have equalled. Here Steevens shows us in a series of rapid pictures, like the cinematograph, Capetown at the outbreak of war, the race tension, the long and dreary railway journey, the painful uncertainty in the up-country, the colonial dread that British policy would falter, the brilliancy of battle and the incidents that bring out its horror and misery, the long drawn out siege and how the prisoners cooped up in Ladysmith bore it. Realism, brought out in sharp, strong strokes, is conspicuous in ever line. The dead man's friend, Mr. Vernon Blackburn, adds a chapter which is written with taste and feeling.

The general interest in war correspondents alone would give considerable popularity to Mr. Winston Spencer Churchill's new novel "Savrola," a tale of the revolution in Laurania (paper, 75c.; cloth, \$1), even if it were not such a clever piece of work. It is, in fact, an extremely bright and readable story, full of picturesque and vivacious narratives, and distinguished by one or two eminently dramatic scenes. The best part of the book—and that is really admirable—is to be found in the description of the street-fighting in Laurania, a descrip-

tion to which we cannot give higher praise than to say that it reads, not like a passage in a novel, but like an eye-witness's report.

Perhaps the most interesting novel to appear during the last month is "The Realist," by Mr. Herbert Flowerdew, in which the author has, with great cleverness, worked out an idea entirely new in the realm of fiction. Auguste Zant, the realist, is a French novelist who has come to England in order to gather material for an English novel. His *modus operandi* he describes thus:

"My method is to plan out a dramatic story as the idealist does, and reconstruct its leading positions artificially, in order to describe them with the realist's fidelity. If I introduce a case of slow poisoning, a doctor, of course, could give me the symptoms. Most novelists are content with that. * * I should poison a man and watch him studiously, living with him and sharing his thoughts. I did so in writing 'La Femme.'"

His real method, however, is much more artistic, and in the above case would have consisted in persuading the man to believe he was being poisoned, managing it with such fiendish ingenuity as to deceive even the reader as to his real condition. For instance, on one occasion he contrives to allow the victim to be bitten by a snake, whose bite he has previously assured him causes almost instantaneous death, and therefrom he constructs a most dramatic scene, after which the victim is informed that the snake was harmless. But even this was a crude piece of work, and gives no idea of the delicate skill used in the realist's scientific investigation. Through long practice and experience he was able to calculate to a marvelous nicety what a particular person would do or think under given circumstances, and so, by veiling his real objective point by elaborate feints, he constructed circumstances so that his specimens voluntarily performed exactly the evolutions which he planned out for them, while the realist "observed" them secretly by devices beside which the X ray is a child's toy. In this way he "constructs" a complete romance, which Mr. Flowerdew describes with a vividness and reality that makes "The Realist" one of the brightest novels of the season, as well as the most original.

By the time this issue of *THE BOOKSELLER AND STATIONER* reaches its readers, The Copp, Clark Company will have brought out another important book, viz., S. R. Crockett's latest romance, "Joan of the Sword Hand," a tale told in the author's best style, and somewhat resembling in subject and treatment his former work, "The Red Axe." The cover contains a

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BOOKS BEING BOUGHT.

"The Preparation of Ryerson Embury."

By A. R. Carman. Ppr., 75c.; Cloth, \$1.25.

"Ryerson Embury" is a study of city life, and above all, of student life. It is a Canadian story, written by a Canadian, and dealing with Canadian topics. It is ably worked out, written in masterly style, and contains a reserved power which promises well for the future of its author.

"Arden Massiter."—In Press.

By Dr. William Barry. Ppr., 75c.; Cloth, \$1.25.

The story of a great Italian house, struggling to its downfall amid the modern influences of to-day. Its plot is exciting, the contrasts of the contending forces being admirably portrayed. It is an important novel.

"Bird Homes."—In Press.

With charming colored plates, and delightfully written, while containing a great mass of information.

"Red Rock."

By Thomas Nelson Page. Ppr., 75c.; Cloth, \$1.25.

One of the most fascinating novels published in a long time. The interest never flags.

"The Court of Boy-ville."

By William Alden White. Cloth, \$1.25.

Seven thousand copies of this book were sold the first week of publication.

"Bob; The Story of our Mocking-Bird."

By Sidney Lanier. \$1.50 net.

A work in which humour and philosophy are charmingly intermingled. Sixteen full-page illustrations in colors.

"Turrets, Towers and Temples."—\$2.00.

"Great Pictures, Described by Great Writers."—\$2.00.


"The Letters of Robert Louis Stevenson."

By Sidney Colvin. 2 vols., \$5.00.

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BOOKS AND PERIODICALS—Continued.

striking design of the heroine, sword in hand.

One only needs to look at the long and important list of new fiction announced by the Copp, Clark Co. for publication this Spring to see that this firm evidently intend to follow up an unusually successful Winter season with such an array of good books as will make a brisk Summer trade inevitable.

The unusual style of Mr. W. W. Jacobs' delightful humor as displayed in "Many Cargoes" and "More Cargoes" make the popularity of his first sustained story, "A Master of Craft," assured already. The hero, Captain Flower, is the captain of a coasting vessel of the kind made famous by Mr. Jacobs' two former volumes. The captain confesses to having a great fascination for women, and when the story opens he is engaged to three of them, and in one case under an assumed name. His struggles to escape a breach of promise suit and the other threatened calamities furnish Mr. Jacobs with a story that is well-fitted to his humor.

In his new novel, "Sophia," Mr. Weyman has again chosen to turn somewhat from the vein of historical romance in which he first won his reputation. He treats no longer of the France of Richelieu, or Henry IV., but of the England of Queen Anne, no longer of adventurers who win their fortunes by their swords alone in mediæval fashion, but of men who, as befits a more civilized age, show their bravery and resoluteness in other ways. The spirit of adventure is not wholly absent, for the heroine has still to be rescued from evil hands and her pursuers punished. But, though the story moves as swiftly as in the earlier novels and does not lack for excitement, the main interest is of a different sort, and is one likely to gain Mr. Weyman new readers without depriving him of his old following. "Sophia" is a novel of character as well as of plot. The heroine, a rich prize in the matrimonial market, is beset by intriguing suitors and harassed by intriguing relatives, but, in spite of all, discovers the man of her choice where she least expects to find him, and grows under our very eyes from a sentimental girl into a woman of ready wit and noble nature. The novel is based on a close study of the times.

In England, Mr. Max Pemberton is one of the most popular writers of the present day in fiction, and it is gratifying to note that the sale of his novels in America is increasing with every year. His new story, "Feo," which is to be published shortly by The Copp, Clark Co., treats of the infatuation of Prince Jerome for a young opera singer and the romantic consequences of his

passion. The principal scenes of the story are enacted in London and Paris. It is delightfully drawn, and a fresh inspiring story from start to finish.

Sir Walter Besant's latest novel, "The Alabaster Box," is a story of social settlement life, and in it is shown, from actual knowledge and observation, the effect of the life upon the workers. The principal figure is young man of wealth, who is ambitious and able. He goes to the settlement out of curiosity, and the way the work and the people with whom he comes in contact change his entire character and his views of life is the backbone of the story. The figures are carefully drawn, for the most part, from the author's experience.

"Three Men on Wheels," by Jerome K. Jerome, is a sequel to the famous "Three Men in a Boat." The three men in this case are the same, and their experiences upon this bicycle tour through Germany are as delightfully absurd as they were upon their former expedition in search of rest and recreation. It is a book that may be read at random and thoroughly enjoyed.

April 14 is the date set for the publication of "The Biography of a Grizzly," by Ernest Seton Thompson, author of "Wild Animals I Have Known." Those who heard Mr. Thompson's lecture on wild animals some weeks ago in Toronto know how strongly the humorous side of bear life appeals to him, and will expect something interesting about these most human of wild animals. Full-page and marginal illustrations will make this volume quite equal in every way to the author's other interesting works.

Among the other novels which The Copp, Clark Co., Limited, expect to publish during the next few weeks are: "The Conspirators," by Robt. W. Chambers, an amusing, romantic story, in which Mr. Chambers introduces Queen Wilhelmina among his characters, and takes an opportunity to satirize the German principalities; "The Garden of Eden," by Blanche Willis Howard, author of "One Summer," a novel in the author's best manner, in which she has treated one of the distinctive questions of modern society; "Hearts Importunate," an Australian story, by Evelyn Dickenson; "The Princess Xenia," by H. B. Marriott Watson; "Kings of the East," by Sydney Grier, and a 75c. paper edition of "In Old France and New," by Wm. McLennan.

W. M. BRIGGS' William Briggs is publishing from the original MS. a volume of talks to boys, by the well-known American preacher and author, Rev. Louis Albert Banks, D.D., author of "Christ and His Friends," "The Christian Gentleman," "Twentieth Century Knighthood," etc. The chapters of the

POOLE PUB. CO. TORONTO.

Joan of the Sword Hand

By S. R. CROCKETT,

Author of "The Lilac Sunbonnet," "The Raiders," etc. Illustrated.

Paper, 75c. - Cloth, \$1.25.

A captivating romance of the fifteenth century, "Joan of the Sword Hand" is a charming young princess, who is none the less charming for her ability to defend herself and her kingdom when the necessity arises (as it does more than once) by her dexterous use of the sword. Especially does this accomplishment serve her in good stead when, secretly and in disguise, she visits the court of the royal suitor who has been chosen for her, determined that unless her heart sanction it, the marriage shall never take place. As might be expected, the adventurous Princess Joan falls in love with some one else, and her adventures thereafter are many and exciting.

THE BONDWOMAN

By MARAH ELLIS RYAN,

Author of "Told in the Hills," "Pagan of the Alleghanies," etc.

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"The new volume by Mrs. Ryan is a great and exceedingly pleasant surprise."—Pittsburg Leader.

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By **S. Weir Mitchell**. Retail, Paper, 60c.; Cloth, \$1.00.

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By **J. P. FitzPatrick**. Retail, Paper, 75c.; Cloth, \$1.25.

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Ultimatum to the Relief of Ladysmith."

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By **A. Stewart**. Retail, Paper, 50c.; Cloth, \$1.00.

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THE MONTREAL NEWS COMPANY, LIMITED, - - MONTREAL.

BOOKS AND PERIODICALS—Continued.

book to which the title of "A Manly Boy" is given were originally delivered in a series of Saturday morning talks to a large audience of boys in the Y. M. C. A., at Cleveland, Ohio. Dr. Banks gives in a sentence his estimate of that often underrated animal, the boy. "Next to a smart, womanly girl, the best thing God has made is," a wholesome, manly boy." The book will sell at 50c.

THE PUBLISHERS' SYNDICATE'S BOOKS.

An interesting development of the Toronto publishing trade during the past month has been the acquiring by The Publishers' Syndicate, Limited, of the printing plant and business of Rowsell & Hutchison. This well-known firm, after an honorable career of more than 60 years, was recently forced to assign, and among the changes which resulted was that noted above. The connection established by Rowsell & Hutchison has been a wide one, and the high standing of the firm has been a guarantee that work entrusted to it would be well done. The Publishers' Syndicate intend not only to continue the past business, but to enlarge it. The facilities for doing work are being extended and improved, and in the near future it may be expected that the Rowsell-Hutchison Press will be doing a bigger business than at any period in its history.

Mr. A. R. Carman's novel, "The Preparation of Ryerson Embury," has aroused more interest in religious circles than any work since Rev. Mr. Sheldon issued "In His Steps." It is already a bone of contention between Methodists who hold varying views upon it, while clergymen of other denominations are scarcely less active in discussing it on account of its general attitude toward church teachings. The book is already in its third Canadian edition, and has hardly yet begun its career, for each day it is more widely spoken of. Mr. Carman has certainly established his name by this work, and within a short three weeks has taken an undisputed place in the front rank of contemporary Canadian writers.

Sydney Lanier's "Bob: The Story of our Mocking Bird," is a charming book, with color illustrations and photographs, just the volume for the school-gift season. Its literary value is also considerable.

Perhaps, of all books in recent years dealing with the Southern States after the war, "Red Rock" is the most pathetic and true to life. It seems to be a perfect reproduction of those awful years succeeding the Civil War, when the ruined propertied classes of the South had to face the free negroes and the carpet-baggers. The Canadian edition of "Red Rock," brought

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Raphael Tuck, head of the firm of Raphael Tuck & Sons, died in London, Eng., March 17.

William Briggs' SPRING PUBLICATIONS.

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By J. P. FITZPATRICK. Paper, 75c.; cloth, \$1.25.
Lord Rosebery, in a recent speech, said: "I would simply suggest to you that you should procure a book called 'The Transvaal from Within,' which gives you wholesale and in detail an extraordinary and, I think I might say, an appalling record of the way in which the government of the Transvaal was carried on."

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By EDGAR SANDERSON. With over 100 illustrations, including pictures of Col. Otter and the Winnipeg contingent. Paper, 35c.

THE PURPLE ROBE.

By JOSEPH HOCKING, author of "The Scarlet Woman." Paper, 75c.; cloth, \$1.25.

BABES IN THE BUSH.

An Australian romance. By ROLF BOLDBREWED. Paper, 75c.; cloth, \$1.25.

A CORNER OF THE WEST.

By E. H. FOWLER. Paper, 50c.; cloth, \$1.00.

THE ISLE OF UNREST.

By HENRY SETON MERRIMAN. Paper, 75c.; cloth, \$1.25.

BY THE MARSHES OF MINAS.

By CHARLES G. D. ROBERTS. Paper, 75c.; cloth, \$1.25.

BY RIGHT OF SWORD.

By A. W. MARCHMONT. Special Canadian edition. Paper, 20c.; cloth, 35c.

A KENT SQUIRE.

By F. W. HAYES. The book of the month. Paper 75c.; cloth, \$1.25.

PHILIP WINWOOD.

By L. N. STEPHENS, author of "A Gentleman Player." Paper, 75c.; cloth, \$1.25.

THE MAID OF MAIDEN LANE.

By A. E. BARR. Paper, 75c.; cloth, \$1.25.

MADELINE POWER.

By A. W. MARCHMONT, author of "A Dash for a Throne." Paper, 50c.; cloth, \$1.00.

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ALEXANDER McLAGHLAN.

With Introduction, Biographical Sketch, and Notes. Cloth, \$1.25; half-calf, gilt edges, \$2.50.

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Including that of the French traders of north-western Canada, and of the North-West, X Y, and Astor Fur Companies. By GEORGE BRYCE, M.A., LL.D. Cloth, illustrated, \$3.00.

A TREASURY OF CANADIAN VERSE.

Selected and edited by THEODORE H. RAND, D.C.L. With Biographical Notes. Published in England by J. M. Dent & Co. A very handsome volume. Net, \$1.25; half-calf, net, \$2.50.

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Spring Announcement

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By G. W. STEEVENS, late Correspondent of The London Daily Mail. With Maps. Paper, 75c.; cloth, \$1.25.

"At once graphic, pathetic, humorous, practical, and tells just what everybody wants to know."—London Times.

"Stirs the blood, and quickens the pulse, with stories of indomitable British courage and energy."—Westminster Gazette.

"For the feeling that rises to choking point, you cannot have a better illustration than in the short, but masterly account of the battle of Elandslaagte."—Morning Post.

"Few books have appeared under circumstances of greater public interest. . . . Every one will read it."—St. James's Gazette.

NEW FICTION

Joan of the Sword Hand.

By S. R. CROCKETT.

Author of "The Man of the Moss Hags," "The Red Axe," etc. Paper, 75 cents; cloth, \$1.25.

The Realist.

By HERBERT FLOWERDEW.

Paper, 75 cents; cloth, \$1.25.

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By H. B. MARRIOTT WATSON.

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Feo

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Author of "Kronstadt." Paper, 75 cents; cloth, \$1.25.

Savrola.—A tale of the Revolution in Lauerania.

By WINSTON SPENCER CHURCHILL.

Paper, 75 cents; cloth, \$1.00. "A brilliant, witty, and exciting political tale. It is rapid and thrilling and crammed with fighting."—The Star.

Sophia.

By STANLEY M. WEYMAN.

Author of "The Castle Inn." Paper, 75 cents; cloth, \$1.25.

Three Men on Wheels.

By JEROME K. JEROME.

Illustrated. Paper, 75 cents; cloth, \$1.50. This is fully as original and witty as his well-known "Three Men in a Boat," and much in the same vein.

A Master of Craft.

By W. W. JACOBS.

Author of "Many Cargoes," etc. Paper, 75 cents; cloth, \$1.25.

The Biography of a Grizzly.

By ERNEST SETON THOMPSON.

Author of "Wild Animals I Have Known," etc. Beautifully illustrated. Cloth only, \$1.50.

Mary Paget.—A Romance of Old Bermuda.

By MINNA CAROLINE SMITH.

Paper, 75 cents; cloth, \$1.25. A part of its historical basis is the wreck which inspired Shakespeare's "Tempest."

Vivian of Virginia.—A Romance of Colonial Virginia.

By HULBERT FULLER.

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The Garden of Eden.

By BLANCHE WILLIS HOWARD.

Author of "One Summer," etc. Paper, 75 cents; cloth, \$1.25.

THE COPP, CLARK CO., Limited
PUBLISHERS, TORONTO.

BOOKS AND PERIODICALS—Continued.

out by The Publishers' Syndicate, is a fine thick volume which sells at \$1.25, and those who are at all interested in the period and "the lost cause" must read this book.

A very handsome work is Miss Singleton's "Great Pictures Described by Great Writers." It is a companion volume to "Turrets, Towers and Temples," another attractive gift book, and both handled in Canada by the Publishers' Syndicate.

Of distinct literary importance is the edition by Sydney Colvin of "Robert Louis Stevenson's Letters." They form the last contributions from Stevenson's gifted pen which the world will ever have, and must always be coupled with his works as a sort of completing volume. The present edition is finely illustrated, and is in two 8vo volumes, retailing at \$5.

A NEW POOLE CO. BOOK. "The Bondwoman," by Marah Ellis Ryan, is a tale of the Southern States during the war. It turns upon the career of a beautiful girl, brought up in luxury in Europe, but in reality the natural daughter of a Southern planter, and with a slight strain of negro blood in her veins. She became attached to a Southern officer, and finally marries, and the discovery of the truth brings about a painful tragedy. The tale is intensely interesting and full of incident. The Poole Publishing Co. are bringing out a Canadian edition of it.

"Baldoon," issued by the same firm, is having an excellent sale, and another edition of it is in process of preparation. "Baldoon" is an amusingly-written Canadian story of merit above the average.

TRADE NEWS.

W. M. MANN, who for many years carried on business in Barrie as stationer and bookseller in what was known as Mann's bookstore, died in Toronto, March 22. Lately, paresis of the brain made it necessary for him to quit business. He was about 50 years of age, and unmarried.

Russell & Co., booksellers and stationers, have completed their twenty-first year of business in Winnipeg.

Harry McCrum, of the staff of Warwick Bros. & Rutter, Toronto, has gone to Vancouver to enter the service of Clarke & Stewart, wholesale stationers. A presentation was made to him of a substantial cheque from the firm of Warwick Bros. & Rutter, while the employes presented him with a gold locket with diamond setting, the presentation being made by Mr. Norman Sinclair, and an address signed by J. L. Robertson and Wm. Mowat.

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- Scotia—White Wove.
- Pearl do.
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- Algonquin—Cream Laid.
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- Printers' Supplies**—Paper, Cardboard, Etc.
- Binders' Material**—Leather, Cloth, Etc.
- Bookbinding**—For the Trade.
- Account Books**—The Right Kind and Price.
- Leather Goods**—Purses, Wallets, Etc., Finest Made.

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 ARNOLD'S INK,
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The **BROWN BROS., Limited**
 TORONTO.

FANCY GOODS AND STATIONERY.

PRESENT TRADE.

While the stationery trade amongst the retailers has not been particularly active during the last month or six weeks, it has not been very much the reverse. Travelers of wholesale houses who are out on the road report orders as being given freely. Those who are out with samples of imported fancy goods are especially encouraged by the orders, which are liberal. It is evident that good prospects of a good Spring and Summer trade are felt.

* *

THE UPWARD PRICE.

The price of papers in Canada, as elsewhere, has gone up. The Canadian paper manufacturers have formed an association, and have fixed prices on the principal lines, although it is not known that the agreement extends to writing papers. The combination is hard and fast, subjects the members to a penalty for breaking the prices, and altogether indicates their belief in a strong market. Although, as has been said, writings are not supposed to be in the combine, the prices of them have gone up, both at home and abroad, the first advance having been ½c., and a more recent one ¼c. Some manufacturers have stopped paying freight, which affects the price considerably. As all scribbling book papers are up, it will be impossible the coming season to give the same values in scribblers, although, no doubt, the retail price of the books will not be changed.

* *

THE BRITISH PREFERENCE.

“What with the increase of prices in the United States and extra preference in the tariff now given to British goods, I do not see how the result can fail to be an increase of trade with England.” So said a leading member of the stationery trade to *THE BOOKSELLER AND STATIONER* the other day. He went on to say that there had been a considerable increase in trade already. One importer had doubled his trade in English papeteries during the past year. This year one house had already placed a single order amounting to its total

imports of last year. These were significant indications of what would come. As he considered it, in a number of stationery novelties the one-third duty preference would be quite a factor in throwing trade from American to English manufacturers. For example, there would probably be an increased purchase of playing cards, and other lines might be mentioned. By looking up last year's figures we would find large purchases of English pens, pencils, playing cards, writing papers, etc., and he saw no reason why the movement should not continue. Light is thrown upon this gentleman's remarks by a consideration of the tariff as it will be after July 1. The following tabular statement shows this :

	Rate on Foreign Imports.	Rate on British Imports.
Paper-bound novels....	20 p.c.	13½ p.c.
Books and periodicals...	10 p.c.	6½ p.c.
Printed music.....	10 p.c.	6½ p.c.
Wall papers.....	35 p.c.	23½ p.c.
Photograph frames....	30 p.c.	20 p.c.
Dolls, toys, boxes, etc..	35 p.c.	23½ p.c.
Lead pencils and pens...	25 p.c.	16 p.c.
Purses, pocketbooks, etc	30 p.c.	20 p.c.
Paper, ties, envelopes, etc	35 p.c.	23½ p.c.
Playing cards.....	6c. pack	4c. pack.

* *

THE PENCIL SITUATION.

The pencil market is going to be affected by the new tariff conditions, and by other factors. It is probable that there will be a great increase in the purchase of German pencils. Owing to the conditions that are sending up the price of American pencils, the United States pencil manufacturers have formed a combination on the cheap lines, including cedars, inserted, and also cheaper lines of nickel and rubber pencils. The trade here consider that this combination practically puts these out of this market.

* *

There has been a considerable increase in the price of “Pyramid” office pens, which practically do the bulk of the trade in this line. They are made by The MacGregor-Gourlay Co., Limited, Galt, Ont.

* *

TUCKS' LINE FOR 1901.

The range of calendars, Christmas cards and gift books made by Raphael Tuck & Sons, of London, for the year 1901, are

in course of preparation and will be shown to the Canadian trade early in May, by Warwick Bros. & Rutter.

Tucks' line is a famous one. It is known all over the world, and all the best trade are eager to handle their goods. It is a feature that Tucks' publications are all done on fine stock which will last as long as the trade handles them. For the coming season a great variety of new things, with really original designs worked out, are shown. The artistic work is of the same high character that it always has been, and the Canadian dealer will enjoy an examination of these handsome goods for Christmas and holiday trade. Mention might be made at the outset of a line of patriotic cards which are certain to take well in Canada, which feels herself so closely connected with the Empire's victories in the South-African War. There are khaki cards with military designs worked in, and other suitable features of the Imperial movement. At present the advance samples only were exhibited to our representative, which included artists' proofs of some designs that are suggested by the progress of the campaign in South Africa. It is intended to have these as recent as possible, and therefore some delay will be incurred before the full line is ready, but they are well worth waiting for.

The line of calendars for 1901 comprises no less than 247 numbers, including everything of the calendar variety. There is a great range of these goods from 10c. up to \$2.50. The drop calendars are again numerous, as are also the leaflets, and new designs are to be found in the wedgwood pattern, and with iridescent backgrounds. These are quite new. “The Aces” is a pretty drop calendar introducing the card design in a highly artistic way. Another shows a pair of fat pigs in a scale. “Venetian Skies” is another handsome drop, being a series of Turner's pictures, exactly reproduced. In glancing at these, and other new designs, one is struck by the versatility of the line and the evident pains which are spent on every detail. There are floral hangers in abundance, while the range of novelty pieces, figures, etc., is as large as ever. There is a pretty design of flowers in a wedgwood flowerpot with cameo figures. Another beautiful line is black and white etchings and engravings of Landseer's and other famous paintings, which, after being used for calendar purposes, can be framed. A line of hand-painted booklet calendars includes parchment, photogravure, wedgwood and other new things. There is a capital selection of pocket calendars, including many quaint and original designs.

For Christmas cards, the line of hand-worked figures, an immense variety, are shown in colors and black and white. This

FANCY GOODS AND STATIONERY—Continued. is really a marvelous collection of the most attractive picture cards. In box cards, you find that the patriotic designs of British soldiers and sailors, etc., are prominent, with such characteristic British mottoes as "England expects each man this day to do his duty"; "Naught shall make us rue if England to herself do rest but true," and then "Britons hold your own."

There are some pretty fan-shaped calendars, ornamented with flowers and medallion pictures. As usual, there is a great array of toy books. One of these, called "Young Sons of the Empire," dealing with Australia, Canada, India, etc., is timely. Another entitled "Our Volunteers" is also in line with present sentiment. Painting books, paper dolls (in which there is such a large sale in the United States just now), gift books, picture and Scripture books, etc., are among the other outstanding features of this attractive line.

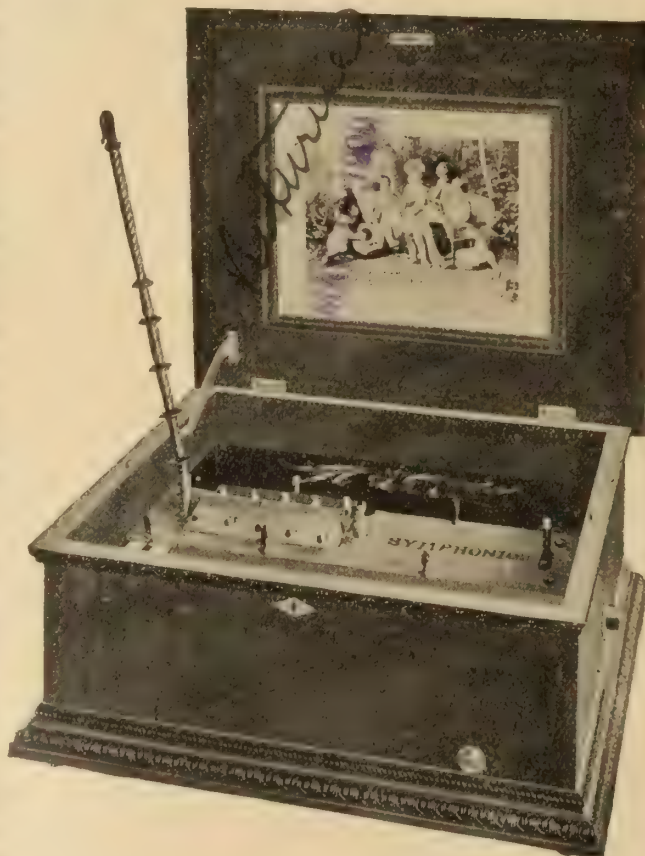
There are some features in chinaware which have an interest for the fancy goods trade. Nerlich & Co. are showing a fine line of imitation wedgwood jasperware, with figures and groups in relief, done in the most elaborate way. This line includes plaques, ranging from \$2 to \$30 a dozen—heart and fan-shaped trinket boxes, hair boxes, fern pots, candlesticks, ash-trays, etc., at reasonable and popular prices. Their Canadian emblem china is going to sell even better than before for the souvenir trade, owing to there being such a general request for patriotic goods. The firm are also carrying a large variety of Haviland china, the name of which is a guarantee of its good quality and neat style.

The agents for the Imperial symphonium, Messrs. Nerlich & Co., report an increased demand for these magnificent instruments, due, no doubt, to the splendid qualities and good values. This firm have handled this class of musical goods for many years, but have never had a complaint of any break, or of an instrument being out of order, as is the case with other makes, during their experience of 40 years. Any one who needs an Imperial is invited to

write for a special list to the firm, who are sole agents for Canada.

If we judge by the display of dolls that Nerlich & Co., Toronto, show, the buyers of these goods are going to have a great choice this season. The firm are carrying a much larger line of dressed dolls than ever, ranging from 10c., 25c., and 50c. leaders to dolls that are \$6 each. The dresses are new and catchy. As to jointed dolls, they have these goods from 10c. up to the best quality at \$15 each. In kid dolls there is, this season, an unusually large variety, of which they guarantee a nice clean stock, so that every piece sent out is saleable. If poor stock is delivered the dealer cannot sell more than half he gets. This firm have the sole control for the Canadian market of a factory turning out cheap goods in the very best quality possible.

A very neat novelty in dolls this season is the perambulator doll, which is a hair-stuffed body doll with a composition head, and gets its name from the fact that it will sit up straight in a baby carriage, which other dolls cannot do. It proves a splendid toy. There is also a large variety of soldier dolls with much better values than last year.



Nerlich & Co.

The success which they had last season and the present demand for military toys compelled them to order an extra heavy stock of these goods. Rag dolls, in long and short dresses, are also plentiful, and

special attention is directed to a leader in 25c. rag dolls with an entire rag face and painted eyes, which is an advantage over the old style of glass eyes, which were liable to be pushed in.

A special display of pencils is to be seen at The Copp, Clark Co's. this month. The



Nerlich & Co.

chief feature is the assortment and new ideas in tints. One assortment (No. 1631) shows a tray of different colored woods, the pencils being, of course, all black. Another line, also 5c., is Faber's Rafael, a colored assortment also, the Obelisk is another line of pencils made by the Eagle Pencil Co. and is shown in hexagon. A nice line of penholders and pencils, six dozen to the box, \$2 per box, is the tortoise shell finish. This firm have just issued their Spring circular concerning inks, and if any of the trade have been overlooked in the sending out of these circulars, a card will promptly supply the omission.

A new, fancy fountain pen for import trade, which The Copp, Clark Co. are showing, is for 25c. retailing. It is called "The Meteor" and three extra pens go with it. Also for the import trade is being shown a pencil, in appearance like to Kohinoor, called the "Powerful," and issued at \$1.50 a gross. Another pencil is the "Drum-Major," with a large rubber ball on the end for the eraser. A big shipment is expected this week of the "Khaki" notepaper, of which The Copp, Clark Co. have sold a great deal already. The paper is intended to be an exact imitation of the color and the fibre of the cloth now worn by our soldiers in South Africa. It comes in three kinds: "Princps," plain edge with envelopes to match, \$1.50 per ream, with envelopes \$4 a thousand; "Octavo," with a red border, \$2.40 per ream, with envelopes to match at \$5.50; "Duke" size, plain edge, \$2.40 a ream, and \$5.50 per thousand with envelopes. There has been a

NERLICH & CO. TORONTO.

IMPORT FANCY GOODS



Celluloid Writing Companions,
Work Boxes, Toilet Cases, etc.

Photo Frames—Metal, Glass and Celluloid.

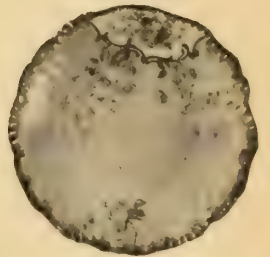
Albums in Celluloid, Leather and Plush.

Mirrors—Hand, Fancy and Triplicate.

Leather Travelling Cases, and Companions.

Mounted China Vases, and Card Receivers.

Haviland China, Atomizers, etc., etc.



*all right
45-500*

IMPORT DOLLS



Kid

Dressed

Jointed

Paste

Rubber

Baby

Wool

Rag

Wool Animals

ETC., ETC.



Selections made with the greatest care, by experienced men, who have studied the requirements of the trade for years, and who have spared no time or trouble in visiting all the leading factories of Europe.

TRAVELLERS ARE NOW ON THEIR RESPECTIVE ROUTES.

NERLICH & CO., 35 Front St. W., TORONTO.

FANCY GOODS AND STATIONERY—Continued. great run on this notepaper, and no stock has hitherto been kept.

Owing to the advances which have taken place on school globes all the old price lists are cancelled, and The Copp, Clark Co. have a new list in preparation which will be sent to the trade in a short time.

Some nice khaki frames are shown, especially four numbers, two to retail at 50c. and two at 75c. Some are neatly decorated with red and carry out the style of the season with great taste. A range of scrap albums for clippings of war poetry, etc., is shown, and the firm will send a list giving the various classes of these goods; they are intended for this year when so many of these things are being kept. Small celluloid Union Jacks, with pin attachment, for wearing on the lapel of a coat are to be had for 5c. retailing. The latest war number in stationery is a papeterie called South Africa, showing portraits of Kitchener, Roberts, White, etc., and scenes from Pretoria, Durban, Delagoa Bay, Ladysmith and Mafeking. These papeteries retail at 25c. The Copp, Clark Co. are also handling all staple lines of baseballs and rubber balls.

Messrs. Warwick Bros. & Rutter state that their travelers are now on the road with the firm's 22nd annual display of imported fancy goods, and have got together the finest line they have ever shown in this country, and one which is appreciated by the fresh orders placed. This firm have in preparation for putting on the market in a few days the "Empire" writing tablet. Each sheet is beautifully lithographed in three colors with the British coat of arms and a draping of British flags.

Buntin, Gillies & Co., Hamilton, Ont., have under way the correct thing in "Khaki" stationery. The paper is being imported, and the goods will be on the market in a few weeks.

The "Venetian Bond" stationery shown by Buntin, Gillies & Co., Hamilton, Ont., is having a good sale. This is a fine paper, of medium weight, hard finish. The color is Mediterranean blue, so popular at present.

The Barber & Ellis Co.'s envelope factory is the largest in Canada, and turns out more envelopes than all other competing houses combined. Their envelopes, from the smallest pay to the largest official, are known and appreciated by the best mercantile firms all over the Dominion. This company ever keep restlessly alive to the incessant changes of trade, so that no

stationery goods upon the market are more up-to-date than the Barber & Ellis Co.'s goods.

The society stationery and wedding goods of the Barber & Ellis Co. are distinguished for the fashionableness of their design, the excellence of their finish, and their quality of weight. Equal to imported goods of the highest grade, yet, they can be retailed at a much lower price—doubtless good reasons for their steady and growing demand by the trade.

The travelers of The H. A. Nelson & Sons Co., Limited, have been for some weeks on the road with their import line, and, from the orders received by this house, the indications are that their customers find the line a well-selected and properly-priced one. The newest articles and novelties are shown, and are meeting with prompt response from all. Among their regular stock goods, this company are showing a completely new line of wagons and carts, the cheapest two-wheeled cart, with tin-bound tires, selling at \$1.80 per dozen, and a larger size at \$2.25. A new express

wagon to sell at \$4 is also among these bargains. The H. A. Nelson & Sons Co., Limited, solicit sample orders of these goods, and regret that they arrived too late to have etchings made to illustrate in this issue of BOOKSELLER AND STATIONER. Their lawn swings are an important feature this year, four lines being represented. They are much improved over last year, and are well worth a trial order. The H. A. Nelson & Sons Co., Limited, solicit correspondence and inquiries for quotations, knowing that their prices will stand the test.

Though the British Museum Library may boast of possessing the most perfect and complete catalogue, it seems that the National Library of France, in Paris, possesses the greatest number of books. This is partly due to the fact that, by law, two copies, and not one, as in England, of every new work have to be presented by the publisher. Another reason is the fact that, during the French Revolution, nearly all the confiscated libraries of private persons were transferred to the national custody, and have remained there ever since.

ARE YOU PREPARED TO MEET

THE SPRING FLOODS

of customers just beginning to pour in?

The women are housecleaning and will want
Peerless Shelf Paper

Handsomely embossed, strong, and well finished. Put up in 5-yard lengths, 24 lengths, boxed, cost you 50c. The Peerless sells readily at 5c. a length. Sold in five colors: Pink, Green, Blue, White and Yellow. Try a sample box of each.

The boys' fingers are tingling to twirl our
Baseballs.

Are you well supplied?

People everywhere are making extensive use of

Scrap Albums

to preserve the letters from the Boys at the Front, Patriotic Poems, and other clippings of interest. We can supply you.

We can also furnish you with
Khaki Frames

to put "his" picture in, for \$3.60 and \$4.80 per dozen.

It is now safe to ship

Ink

so send in your order. We can supply you with **UNDERWOOD'S, STEPHENS'** or **WALKDEN'S**. Our prices in these will interest you.

Don't forget that

The Post Fountain Pen

offers inducements in convenience which no other Fountain Pen can approach. Send for catalogue.

THE COPP, CLARK CO., LIMITED

WHOLESALE STATIONERS

9 Front St. West, TORONTO.

BEST SELLING BOOKS IN MARCH.

TORONTO.

1. "To Have and To Hold."
2. "From Capetown to Ladysmith."
3. "The Transvaal from Within."
4. "Black Wolf's Breed."
5. "Red Pottage."
6. "Janice Meredith."

MONTREAL.

1. "To Have and To Hold."
2. "The Transvaal From Within."
3. "From Capetown to Ladysmith."
4. "Red Pottage."
5. "Janice Meredith."
6. "Richard Carvel."

OTTAWA.

1. "To Have and To Hold."
2. "Red Pottage."
3. "Richard Carvel."
4. "Janice Meredith."
5. "Phychology in the School Room."
6. "Savrola."

QUEBEC.

1. "From Capetown to Ladysmith."
2. "Via Crucis."
3. "The Sky Pilot."
4. "Black Rock."
5. "The Ragged Lady."
6. "Baldoon."

WINNIPEG.

1. "From Capetown to Ladysmith."
2. "Red Pottage."
3. "Briton and Boer."
4. "The Black Wolf's Breed."
5. "Janice Meredith."
6. "Via Crucis."

ST. JOHN, N.B.

1. "To Have and To Hold."
2. "Janice Meredith."
3. "Joan of the Sword Hand."
4. "Richard Carvel."
5. "History of the Transvaal" (Haggard).

ENGLAND.

1. "The Transvaal From Within" (Fitzpatrick, 10s. net).
2. "South Africa of To-day" (Younghusband, 6s.)
3. "Sidelights on South Africa" (Devereux, 6s.)
4. "Impressions of South Africa" (Bryce, 6s.)
5. "Natives Under the Transvaal Flag" (Bovill, 3s. 6d.)
6. "Life of Lord Roberts" (Jerrold, 2s. 6d. net).

SCOTLAND.

1. "Red Pottage" (Cholmondeley, 6s.)
2. "Feo" (Pemberton, 6s.)
3. "The Heart of a Danar" (White, 6s.)
4. "The Transgressors" (Masson, 6s.)
5. "Parson Kelly" (Mason & Lang, 6s.)
6. "Savrola" (Churchill, 6s.)

UNITED STATES.

1. "Janice Meredith."
2. "Richard Carvel."
3. "Red Pottage."
4. "When Knighthood Was in Flower."
5. "David Harum."
6. "In Connection with the De Willoughby Claim."

Norman, Caple & Co., have moved into the building on Granville street, Vancouver, vacated by Messrs. Fader & Co. Mr. Caple has been in the book and stationery business in Vancouver for nearly 10 years, and his business has been growing to such an extent in that time as to necessitate his moving several times.

"Portia"

is one of our many new lines of Society Note, suitable for the Spring trade. Other splendid selling lines are: Oxford Vellum, Original Parchment Vellum, Original English Wedgwood, Plashwater, Nebula Blue, and French Crepon.

In papers we handle everything that is required by business and society people as well as printers' and stationers' supplies.

Every dealer should handle our reliable goods. They are the most saleable and popular on the market to-day.

Samples representing the established qualities of these goods will be forwarded to the trade upon application.

The Barber & Ellis Co., Limited

Manufacturing and Wholesale Stationers,
43-49 Bay Street, - TORONTO, ONT.



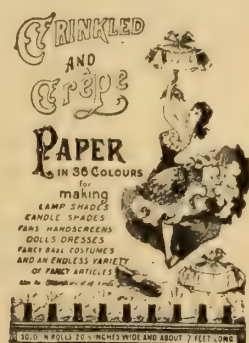
Do You Deal _____
IN HAMMOCKS?
SEASON OF 1900.

We are offering for the Season of 1900 a splendid collection of Gauze, Canvas, Twill and Figured WOVEN HAMMOCKS. The best materials only, no cotton waste or refuse stock to make up inferior goods.

We are the oldest manufacturers of Woven Hammocks in Canada. Send for March price list and descriptions of latest novelties.

Buy our Hammocks and you employ Canadian workmen.

Canadian Hammock Mfg. Co.
Limited
Box A, PARIS, ONT.



"DANCING GIRL"

— BRAND OF —

Crepe Papers

The original and only reliable make on the market.

**"To be had of all Wholesale Stationers."
Made in 36 Self Colors, also in "Rainbow,"
"Shaded," "Striped" and "Embossed"
Series.**

— MANUFACTURED BY —

**JAMES R. CROMPTON & BROS., Limited, Elton Paper Mills,
Bury, Lancashire, England.**

Samples and quotations supplied to the wholesale trade upon application to
HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

WALL PAPER AND DECORATIONS.

THE ENGLISH WALL PAPER TRUST.

THE formation in England of a wall paper manufacturers' trust has created a good deal of interest. The larger manufacturers are in Lancashire, where are also situated so many of the great textile factories. There are many points in common between the printer of wall paper and the printer on calico, and the representative upholstery houses naturally include wall papers in their stock lines. Some of the best designs in wall papers have been copied from Indian chintzes and other textiles, and now that the old method of panel pictures of landscapes, statues, and buildings has been replaced in favor of flowing patterns covering the wall, the designer of wall pictures has come into much closer contact with the calico printers' designer. William Morris, who utilized the block method of printing at his "works" (an old farmhouse) in Merton Abbey, designed patterns for both the cloth and the paper foundation, in which there was very little difference, and he produced both at his Surrey establishment.

The trust has advanced prices for some classes of goods 50 per cent. within a few months, and in other cases there has been an even more serious upward movement. Further stipulations have been made as to the minimum quantity to be sold of each pattern, which will compel the smaller tradesmen to buy in quarters where prices will be considerably higher. In addition to these innovations, travelers will not now call at all in centres below a certain population, and the issue of pattern books has also been refused to concerns whose business does not reach to a certain figure. Some of the conditions imposed cannot possibly be complied with by the smaller concerns. The stipulation as to minimum orders would saddle some concerns with several times the quantity of goods they can dispose of. It is true that this restriction affects the smaller buyers chiefly, and that the larger distributors will thus be enabled to increase their wholesale trade.

Those who think British prices have gone too high under this new combination are predicting its collapse. One paper says: "Foreign competition is coming into play. One dealer says he can buy German goods at 20 per cent. below the list prices of British producers, allowing for the slight increase in the length of the continental pieces (which are 12½ yards), and the

rather narrower width, which is about 19½ inches, or, say, half a metre. It is generally admitted that no combination in this country can exist for long where powerful foreign competing interests exist, and the wall paper combination is decidedly doomed if the continent can continue to offer suitable designs at the prices recently quoted. At the Cape and in Australia, our two largest markets for paperhangings, the foreigners will have a good chance. The shipments of printed wall papers from this country amount to about £200,000 a year in value, which works out roughly at £50 a ton."

UNITED STATES CONSULS REPORT.

The United States consuls have sent reports to the Washington Government on the new wall paper trust. Consul Halsted, of Birmingham, says that under the new rules wall paper dealers are required to buy all their stock from the combination, and to sell no other for a period of about ten years, but latitude is allowed within fixed limits to certain dealers whose trade actually requires them to use a certain amount of foreign-made paper. In such cases, however, the dealer is restricted to a limited number of designs, and must purchase the same through the combination.

Consul Wilbour, of Dublin, says that in order for American wall papers to compete, it would seem to be necessary for the United States makers to reach some agreement with the combination. He says there is a class of paper made in the United States which is imitated in Great Britain and Germany, but is not so good. These papers are in gloss or satin finish, and can be sold at reasonable prices, while the imitations cost very much more. In order to suit the English market the American papers should be made 21 inches wide instead of 18 inches, and 12 yards long instead of 9 yards.

HANGING BURLAPS.

The principal difficulty in hanging burlaps is to cut the burlap perfectly straight. You should use a very sharp knife and your straight edge. If the burlap is dyed, reverse alternate lengths, using them as they come off the roll to get the same edges together, thus preventing shading. New walls should be sized with a half-lb. of glue dissolved in a bucket of water. Use paste with a proportion of glue, and tack the edges of burlap temporarily to prevent curling. Another

way is to sew the edges of the material together, the whole tacked on the wall, no paste being used.—The Wall Paper News.

VISIT TO A FACTORY.

THE BOOKSELLER AND STATIONER paid a flying visit to the factory of Colin McArthur & Co. the other day. They were found exceedingly busy turning out their new ranges for next season. The colors and shades are handsome to a degree, and the designs seen are of the finest. Colin McArthur & Co. will have more to say next month, when the time of the trade is closer at hand. In the meantime they are shipping orders, one of these is to New Zealand, and the other to the Klondyke.

COLOR CONTRASTS IN WALL PAPER.

It is well for the wall paper dealer to know something of the principles of color harmony. An artist explained this the other day as follows:

"If it is required to know what two colors will be when placed in juxtaposition, find the complementary color of one and add it to the other color. The complementary of this must be added to the first; for instance, take a green and yellow stripe; now red is the complement of green, and this added to the yellow makes it incline to orange, and purple or indigo inclining to violet, being the nearest complement in dyes to yellow, when added to the green will make the green incline to blue.

"In red and blue stripes, green complement of red added to blue makes the blue greenish, and orange complement of blue added to red gives an orange inclination. When a great difference is produced by the juxtaposition of two colors, it is rendered appreciable by bringing the same color successively in contact with the various colors belonging to one group; for example, take red and orange; now on placing a scarlet or crimson red in contact with an orange, the red will acquire a purple, and the orange a yellow tone of color. In red and violet, if a scarlet and crimson red are brought in contact with the violet, the crimson red in contact with any orange-toned red appears purple, the other or scarlet red more yellow. Red in contact with a purple red, makes the latter more blue, and the former more yellow or orange, so that the same red will be purple in one case and orange in the other. If yellow is with orange having a tinge of yellow, the former will be greenish and the latter more red; and so one might go on giving examples. Sufficient, however, has been given to plainly show that the primes—red, yellow, blue—pass by the effects of juxtaposition into a condition of compound colors, red becoming purple or orange,

THE WATSON, FOSTER CO. LIMITED

WALL PAPER MANUFACTURERS MONTREAL

APPRECIATING THE ORIGINALITY OF THE
FOLLOWING TRADE PARODY BY CHARLES
L. NELLES, OF GUELPH, WHICH APPEARED
IN THE GUELPH "DAILY HERALD" OF
MARCH 19th, OFFER THIS PAGE FOR ITS
REPRODUCTION ❁ ❁ ❁ ❁ ❁

With apologies to Kipling and everyone else.

When about to buy your paper this is the only place,
To get the best designs at such a price,
And after seeing them, you will say it to our face—
Everything so lovely and so nice.
Your home will be a comfort, and your rooms a great delight:
Your neighbors they will envy and admire.
With pleasure you can tell them—they only can be right,
When Nelles is the seller and they the buyer.

CHORUS.

Gold papers, silk papers, papers of every kind,
Den or Parlor or Barber Shop, ceilings low or high,
Each of 'em calling for paper (keep them in your mind),
Don't pass these goods for your credit's sake, but
buy—buy—buy.

Better buy from us at once, as there is no better store,
And tell your friends what bargains you did get.
That you've saved a lot of money and your home from floor to
floor
Is the handsomest on which the sun will set.
For paper bought from us must be a blooming sure success,
As we do the largest business in the town:
The best is always cheapest (get your money's worth—no less),
Look for merit, style and value, and goods of wide renown.

CHORUS.

Clerk's home, mechanic's home, home of the millionaire,
Fifty thousand rooms we can easily supply:
Each of 'em calling for aid from you (their walls are
white and bare)—
Don't pass this "ad." for your credit's sake, but buy
—buy—buy.

WALL PAPER AND DECORATIONS—Cont'd.
yellow becoming orange or green, blue becoming green or violet.

"The harshness of color combinations may be made agreeable by a little judgment; for instance, put white between blue and red and the colors will be purer, and a good effect produced.

"Colors on grounds: Celadon green, the tint of a duck's egg-shell, is a capital ground, and harmonizes well with soft, delicate shades and tints. For contrasts, the following list will give every satisfaction:

Black and warm brown.
Violet and pale green.
Violet and light rose.
Deep blue and golden brown.
Chocolate and bright blue.
Maroon and warm green.
Deep blue and pink.
Chocolate and pea green.
Maroon and deep blue.
Claret and buff.
Black and warm green, etc.

"Colors which are found difficult to harmonize may, with the aid of one thread of black or white between, afford a combination of great delicacy and beauty."

A GOOD IDEA OF STAUNTON'S.

Not every wall paper dealer is fortunate enough to be able to meet the various requirements of the different customers whose tastes he is called upon to cater to from day to day. As a solution of the difficulty which so often presents itself he has only to drop a card to M. Staunton & Co., Toronto, and the return mail will see him provided with samples, from which it will be an easy matter to make a selection pleasing to the buyer and gratifying to the seller, and which will insure further and extended dealings between the two.

When writing for samples state particularly the price limit and what apartment is to be papered.

To be of assistance to their customers in special jobs, M. Staunton & Co. have made up a supply of their most popular papers in ingrain, gilt, embossed, tapestries, etc., in the higher-priced lines.

M. Staunton & Co. will take pleasure in forwarding samples on request.

NEW BOOK REVIEWED.

THE EARL OF BEACONSFIELD—By Harold E. Gorst, cloth, 232 pp., 2s. 6d., Blackie & Son, London; Copp, Clark Co., Toronto. There has been no biography of Disraeli issued since Froude's, over ten years ago, and the want of a favorable and condensed review of the dead statesman's career has been felt. This volume—one of the

Victorian Era series—is a favorable review of the whole of Lord Beaconsfield's wonderful life, from the day when he, the son of a Jewish scholar recluse, began to study law in London, until his death as ex-Prime Minister in 1881. It will be very acceptable to all admirers of Disraeli, the founder of modern Imperialism, while it is not conceived in a hostile spirit to the Liberal party. Mr. Gorst's father is a member of Lord Salisbury's Administration.

PLAYING CARDS.

IN the social life of the eighteenth century nothing is more curious than the extraordinary infatuation displayed by all classes of society for cards; and it may be said with certainty that at no other period have so many women made them the one engrossing occupation of their lives. The long hours which they constantly spend at the card-table now seems well-nigh incredible. A Mr. Prynne, in a volume of reminiscences, says: "My mother went annually on a visit to a lady in Nottingham. On one of two occasions there were six ladies of the party, and for three days she played at quadrille, commencing after breakfast, without ceasing. Four were occupied with the card-table and two were at liberty; but they took turns to go in as the others came out."

In all the social functions of the day cards reigned supreme. Conversation was sometimes entirely tabooed, and even refreshments were not always provided, cards by themselves being considered a sufficient entertainment.

Together, no doubt, with much innocent card-playing, an immense amount of gambling went on, and this passion for gambling was as common among women as among men. Lady Elizabeth Stuart, who died at the age of 83, only a year before her death lost \$2,250 in one night at cards. A writer in *The Annual Register* for 1766 states that a lady a week before had lost \$15,000 at a sitting.

To the forthcoming volume of Alexander McLachlan's poems, Rev. Dr. Dewart has contributed an introduction, and Dr. Alex. Hamilton—a nephew of the poet—a biographical sketch. Dr. Hamilton also has written a most interesting series of notes on the text. A glossary of Scottish words is being prepared by Mr. David Boyle. An index of the first lines will be a helpful feature of the book, which is bound to be a favorite on Canadian bookshelves. Two portraits of Mr. McLachlan (one of which is shown herewith), and views of his farm residence in Amaranth township, sketched by Arthur Cox, A.R.C.A., will embellish the volume.

The old Norris mills, in St. Catharines, have become the property of a \$100,000 syndicate, headed by L. P. Snyder, who was secretary-treasurer of The Imperial Paper Co., of Sturgeon Falls. The price paid for the property is \$21,000. The place will be used as a paper mill, for the manufacture of book and high grade writing papers.

The first Canadian edition of FitzPatrick's "The Transvaal From Within," sold out within a few days of issue. A second edition is on the press and about ready. To this has been added an introduction by the author, dealing with the causes leading up to the present war, particularly the ambition of the Boer leaders to establish a united Dutch South-African confederacy.

An interesting experiment in publishing is to be made with a new novel by Sir Walter Besant. This is his story of East and West in London life, "The Alabaster Box," which has been appearing serially in one of the magazines. Mr. Burleigh, following the continental method with fiction, is to publish it right away at the easy price of half-a-crown. The volume runs to over 250 pages; it will be bound in cloth, not paper as in France.

Another volume in Messrs. Kegan, Paul's British Empire Series is just coming out. It deals with British America, meaning the Dominion of Canada, Newfoundland, the West Indies, and our possessions in Central and South America. Mr. J. G. Colmer, of the Canadian office, London, writes an introduction, wherein he draws a picture of the Dominion as a whole. Then there are Canadian articles by, among others, Lord Strathcona and Sir John Bourinot. The contributors to the other sections of the work include Mrs. Ernest Hart and Dr. Emil Reich. The British Empire Series originated from a course of lectures on Greater Britain delivered at the South-place Institute.

The export book trade to India, in common with the book trade in England, says a correspondent, has suffered from the war. So an authority on this matter tells us, and he explains just what has happened. Many officers have been drawn away from India, so disturbing the reading community there. Then the general excitement and unrest attending the anxious waiting upon war news, has been as keen in Anglo-India as here. The demand for literature by subscribers to the many book clubs scattered over India has thus gone slack, with a necessary effect upon the call for new works from England. It is interesting to know that the Parsees are large readers of English literature.



M. Staunton
not R. B. ...
Sept 10/1900

Staunton

WALL PAPERS

**A GOOD
 KITCHEN
 PAPER**

Have you a good leader for this season's trade?
 A good kitchen paper is always a first-rate line for a leader, and we think we have just the very thing you need. We call it our **GRANITE** (No. 1326, in several shades)—it doesn't need to be matched when hung, and it won't show fly specks. Another A1 line is our OAK pattern (No. 1325). Samples mailed on application.

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NEW CANADIAN COPYRIGHTS

Registered at Ottawa between March 7, and
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Compiled for BOOKSELLER AND STATIONER.

11210. *Successful Farming : How to Farm for Profit. The latest Methods.* By William Rennie, sr. William Rennie's Sons, Toronto.

11211. *Soldiers of the Queen.* Photo. Joseph C. Clarke, Toronto.

11212. *The Empire Series : The Infant Reader.* A. & W. MacKinlay, Halifax, N.S.

11213. *Pinkerton Vowel Index. Second edition.* Book. Robert D. Richardson, Winnipeg.

11215. *The Canadian Contingent March.* By Harry N. Crandall, Salisbury, N.B.

11216. *Alleluia ! Christ is Risen. Easter anthem.* By Albert Ham, Mus. Doc., F.R.C.O., Toronto.

11217. *Canada's Ideal. Portraits of 12 notable short-horn cattle.* William Weld Company, Limited, London, Ont.

11218. *The Oxford Rifles. March and two-step.* By George W. Hulme, Ingersoll, Ont.

11219. *When Johnny Canuck Comes Home.* Words and music by H. H. Godfrey, Toronto.

11220. *Sons of the Empire. Words and music* by Chas. R. Palmer. Whaley, Royce & Co., Toronto.

11221. *The Leader March.* By Harry J. Weiler, Baden, Ont.

11222. *Only a Mother.* Words and Music by Verner J. Cavers. Amey & Hodgins, Toronto.

11223. *Les Alienes Devant la Loi. Etude Medico Legale. Par le Dr. Geo. Villeneuve.* Joseph Antoine Georges Villeneuve, Montreal.

11225. *Valse Espagnole.* Par Emiliano Renaud. Edmond Archambeault, Montreal.

11226. *The Quebec Legal Chart, 1900.* Henry Cartwright, Toronto.

11227. *From Capetown to Ladysmith. An unfinished record of the South-African War.* By G. W. Steevens. Copp, Clark Co., Limited, Toronto.

11228. *The Realist. A modern romance.* By Herbert Flowerdew. Copp, Clark Co., Toronto.

11229. *Artist's Brush.* Music. By Gerrit Smith, Op. 21. No. 1. Church Co., Cincinnati.

11230. *At Moonlight.* Music. By Gerrit Smith, Op. 21. No. 2. Church Co., Cincinnati.

11231. *In the Canon.* Music. By Gerrit Smith, Op. 21. No. 3. Church Co., Cincinnati.

11232. *Alpine Rose.* Music. By Gerrit Smith, Op. 21. No. 4. Church Co., Cincinnati.

11233. *On the Heights.* Music. By Gerrit Smith, Op. 21. No. 5. Church Co., Cincinnati.

11234. *Mariposa Lily.* Music. By Gerrit Smith, Op. 21. No. 6. Church Co., Cincinnati.

11235. *By the Streams.* Music. By Gerrit Smith, Op. 21. No. 7. Church Co., Cincinnati.

11236. *Columbine. A carnival scene.* Music. By Gerrit Smith, Op. 21. No. 8. Church Co., Cincinnati.

11237. *Arbutus.* Music. By Gerrit Smith, Op. 21. No. 9. Church Co., Cincinnati.

11238. *Cloud Shadows.* Music. By Gerrit Smith, Op. 21. No. 10. Church Co., Cincinnati.

11239. *Lovell's Loose Leaf Order Form.* Robert James Lovell, Toronto.

11240. *Change Front on Pre-Toria ; or, Maple Candy for Oom Paul.* Words and music by John Edgar March, St. John, N.B.

11241. *Another Little Patch of Red.* Words by W. T. Lytton. Music by Denham Harrison. Anglo-Canadian Music Publishers' Association, Limited, London.

11242. *The Creole Queen. Characteristic March. Two-step.* By R. B. Hall. Church Co., Cincinnati.

11243. *The Transvaal from Within. A private record of public affairs.* By J. P. FitzPatrick. William Briggs, Toronto.

11244. *Vioris. Waltz.* By H. H. Shepherd. Amey & Hodgins, Toronto.

11245. *Miniature Polonaise.* By Georg Liebling, Op. 47. No. 1. Church Co., Cincinnati.

11246. *Miniature Russe.* By Georg Liebling, Op. 47. No. 2. Church Co., Cincinnati.

11247. *The Correspondent's Short Guide.* Charles Lewis Benedict, Brockville, Ont.

11248. *Travaux Manuels, Methode de Coupe. Livre. Les Soeurs de la Congregation de Notre Dame,* Montreal.

11249. *Vamping Chart.* Horace William Harpur, Vancouver, B.C.

11250. *Walking with God : Thoughts on the Assurance of Salvation.* By John Haldane, Toronto.

11251. *Can Rupture be Cured.* Pamphlet. Dr. W. S. Rice, Toronto.

11252. *To the Man Who Wondered Why.* Pamphlet. Dr. W. S. Rice, Toronto.

11253. *Measurement Blank. Circular.* Dr. W. S. Rice, Toronto.

11254. *Likeness on Maple Leaf with Union Jack as background.* Photo. Joseph C. Clarke, Toronto.

11255. *The Municipal and Assessment Guide. Book.* By John James Kehoe, Sault Ste. Marie.

11256. *Thou'rt Like a Lovely Flower.* Song with Music. By Gerrit Smith. Church Co., Cincinnati.

11257. *A Crimson Rose-Bud. Song with Music.* By Gerrit Smith. Church Co., Cincinnati.

11258. *Bobs : The National Game. Game of Cards.* Clara Speight Humberstone, Newton Brook, Ont.

11260. *Strathcona March.* By Ludwig Waizmann, J. L. Orme & Son, Ottawa.

11261. *Rules and Regulations Governing the War Game. Book.* Arthur E. Brock, London.

11262. *Memorial Life and Works of Dwight L. Moody. Illustrated.* By Rev. J. W. Hanson, A.M., D.D. J. L. Nichols & Co., Toronto.

11263. *Officers and Men of H. M. S. Leander.* Photo. John Wallace Jones.

11264. *Prelude a la Menuet.* By Homer N. Bartlett, Op. 157. Church Co., Cincinnati.

11265. *Scherzo in D.* By Homer N. Bartlett, Op. 171. Church Co., Cincinnati.

INTERIM COPYRIGHTS.

626. *The Marshes of Minas.* By Chas. G. D. Roberts. Book. William Briggs, Toronto.

626. *The Bed Rock of Canadian Loyalty.* Song. Palmer Sylvanus Parrott, Gilbert Plains, Man.

627. *The Roll Call.* Song. Amelia P. Stroud, township of Monck, district of Muskoka, Ont.

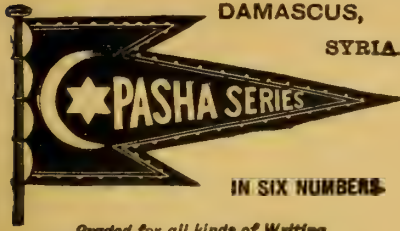
628. *The Canadian Law of Partnership.* Book. Robert Benjamin Henderson and Peers Davidson, respectively, of Toronto and Montreal.

629. *Lieutenant-General George Stewart White, V.C.* Photo. Joseph C. Clarke, Toronto.

The J. Hood Co., Montreal, have just received from the English publishers of "Sons of the Empire," a letter in which is the following interesting extract : " It will please you to know that some three weeks ago, Messrs. Tuck, of London, sent to the Daily Telegraph War Fund, London, their first cheque for 1,000 guineas, representing the profit on the sale of the picture, ' Sons of the Empire,' up to that time. A second cheque for a like amount is nearly ready to be added to the same fund for the benefit of the widows and orphans." The original painting by Harry Payne, is also donated to the Mansion House War Fund, and will realize a considerable amount.

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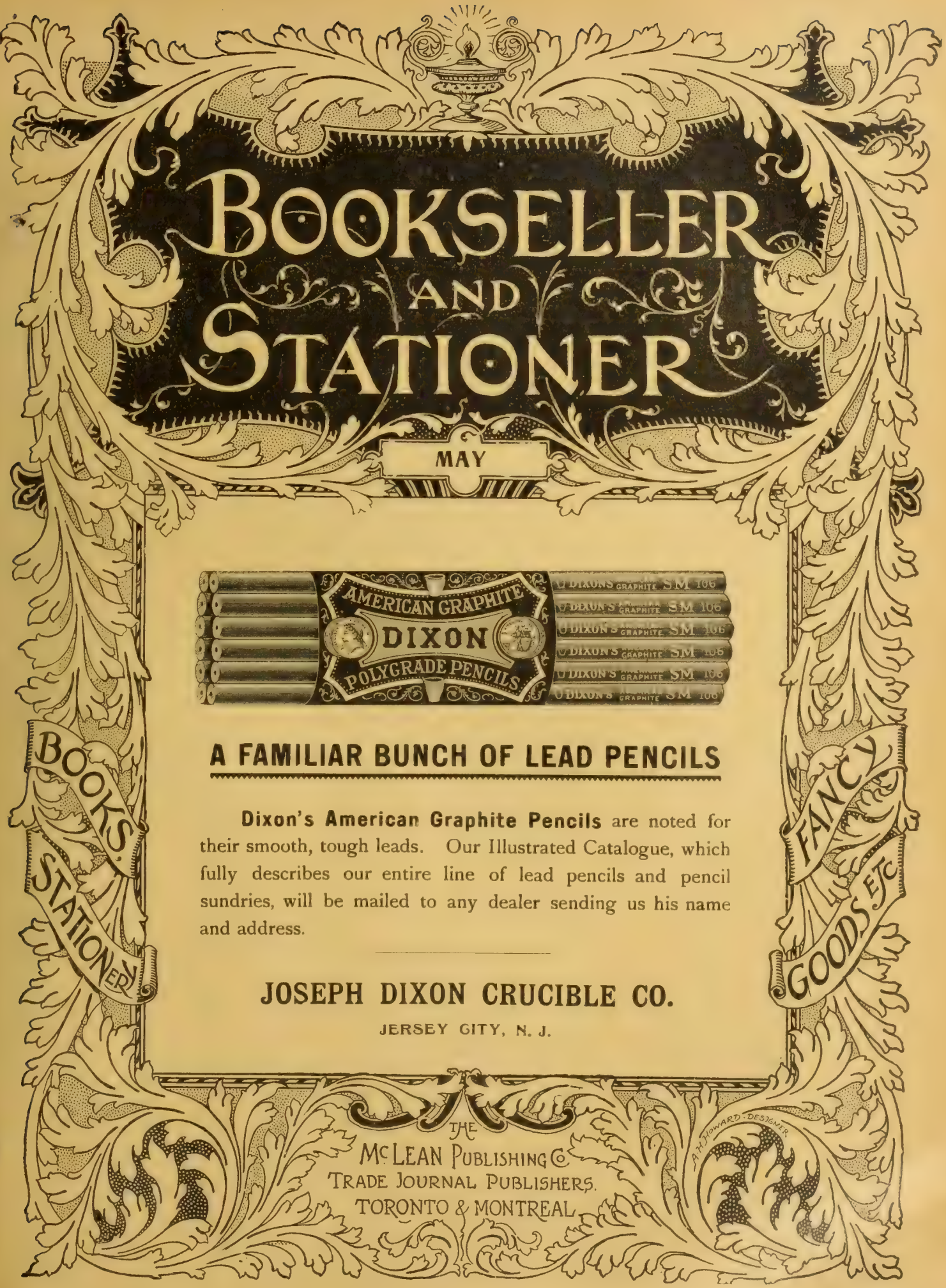
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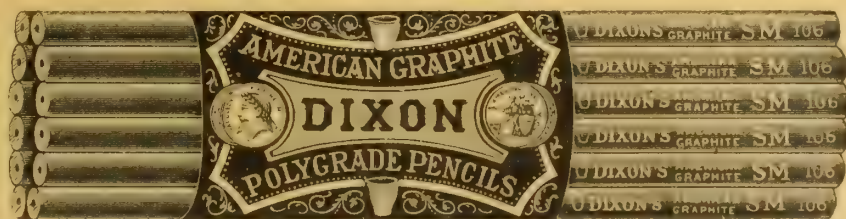
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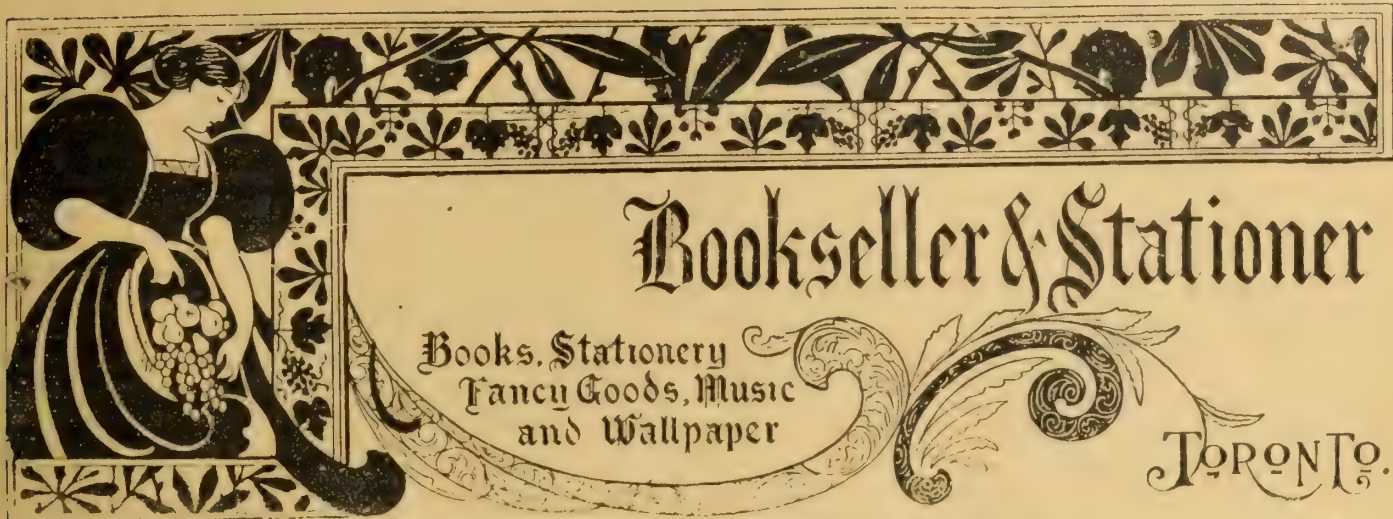
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CURRENT NOTES AND COMMENTS

OF INTEREST TO THE TRADE.

The Copyright Question.

It is to be hoped that the copyright will shortly be placed on a settled basis. Dealers want to know where they stand. They are in the business of selling books to the public, and they have a right to know definitely and clearly what books or editions can circulate here without infringement of copyright. It is understood that a bill is to be introduced this session at Ottawa which will fix the rights of authors and publishers in respect of certain editions now sold in this market. One of the clauses of the proposed bill deals with the case of Canadian publishers who purchase the Canadian market of a work from English publishers, by according to them the exclusive copyright in Canada on such protected work. Australia and Cape Colony have already enacted statutes of this character, and concurrent legislation of a similar nature is now before the House of Lords, the measure being in charge of Lord Monkwell. Another clause, of some interest to dealers who sell daily papers, is a provision granting copyright to newspapers for special despatches for a period of 18 hours. The big dailies, therefore, with their exclusive news services and special cables from London, will thus secure a larger sale, as no other paper can borrow their special

telegrams. The bill will be introduced in the House of Commons by Hon. Sydney Fisher, Minister of Agriculture.

* * *

Cheap Magazines.

The new manager of the Harper Co. announces that the price of Harper's Magazine will be raised again to 35c. This is interesting. It is the first bold check given to the move for cheaper magazines, which has led to a flood of 10 and 5c. periodicals in the sale of which there is practically no profit for the trade. If too much encouragement is given to the 10c. magazines, readers turn away from books. Some dealers say you must keep them on the counter because the public ask for them. For town and local trade the dealer can afford to order a copy for such customers as ask for a certain periodical, but by filling the window up with them profitless sales are pushed. There is more profit in the sale of one copy of The Canadian Magazine than in four or five copies of the cheaper magazines.

* * *

Tourist Trade.

The Canadian dealer cannot too soon make up his mind to cater, especially during the coming season, to tourist trade. This year the tide of travel through Canada is likely to be larger than ever. Organized effort is more

pronounced than it used to be, and at several important Canadian points tourist associations exist to bring the attractions of Canadian routes and scenery to the attention of foreigners. This results in large numbers of people with a certain amount of money to spend coming into Canada each Summer. Some merchants in the dry goods line, for instance, do a splendid trade with American visitors in July and August. The book and stationery dealer ought to do equally well, as a chance visitor is more often attracted to a bright store with books, papers, souvenir goods, photographs and stationery novelties than almost any other. But the windows must always be brightly trimmed, so that a passer-by is tempted to stop. Few travelers return home without taking some presents, however small, for relatives and friends. To cater to this class is good business.

* * *

The Patriotic Movement.

As a simple matter of trade, the present patriotic fervor demands some consideration. It has led to a number of results in the stationery and book trade. The demand for maps, periodicals with war pictures, and South-African books has been considerable. This will be a valuable factor in the Summer months, when sales of books, except paper-covered novels, are apt to decline. The demand for flags, for colored tissue, used in decorating schools, halls and house fronts has increased, and, as the Queen's Birthday and Empire Day will shortly be celebrated, we look for good sales of these if dealers

CURRENT NOTES—Continued.

suggest the idea to customers. An attractive patriotic display in the window, which can be put in on Monday, May 21, and left in all week, is deserving of attention.

* * *

Canadian Books. The sales of Canadian books have greatly increased during the past five years. Once it was hard work to sell a book by a Canadian, but success won abroad has given several of our writers a home reputation. There is also quite a business done in old Canadian books, now out of print, and the number of collections is considerable. The regular dealer does not partake of the profits made in this branch of trade, as it is mostly conducted at second-hand shops. The library of the late Sir John A. Macdonald, which is to be sold at his residence, Earncliffe, in Ottawa, by public auction, May 18, contains a good many Canadian books, as well as other works, and there will, probably, be quite a competition for books that have been in the library of the old chieftain. It is unfortunate that these book auctions should divert money from the regular trade, but there seems to be no way of remedying it.

* * *

American Library Association. The twenty-second general annual meeting of the American Library Association is to take place in Montreal on June 6, and will continue until June 12, inclusive. The meeting is held in Montreal for the first time, and is at the invitation of the governors of McGill University. The particular speakers and papers will be announced later. Section sessions will prove a marked feature, as in previous years. The committee have provided for instructive entertainment interspersed with the regular business programme. Some of the subjects which will come up for attention on the part of delegates are the following: Local Library Promotion, including the topics of the Reading Public, Work with Children, and the Traveling Library Movement; Library Work with Children; College and Reference Libraries; Canadian Libraries and Literary Topics; Purchase, Care and Lending of Photographs. These will be supplemented hereafter. These meetings have come to be recognized as so important

and useful that few librarians care to miss the advantages offered.

After the conclusion of the meetings a post conference is contemplated, when a trip to the Saguenay will be made at a moderate expense, and with good opportunities for sightseeing and personal acquaintance.

THE TRADE IN WINNIPEG.

A WINNIPEG correspondent writes: The stationery and book trade up here has been quite brisk during the Winter, both in the wholesale and retail establishments.

The Consolidated Stationery Company, although handicapped by the fire in January,



MR. J. H. WOODS.

are now comfortably settled in their handsome new warehouse, and are rapidly placing new goods in stock. The senior member of the company, Mr. Henry Bell, is at present East on a purchasing trip.

General regret was felt, both in and out of the trade, at the death of Mr. A. B. Clarke, of the wholesale firm of Clarke Bros. & Co. He was well liked, and bore the respect of all who knew him.

Mr. W. D. Russell, of Russell & Company, has returned from a business trip East. He visited New York before returning. This firm annually visits the Eastern markets, and their representative also visited Great Britain last season.

One of our successful booksellers, Mr. C. J. Campbell, or "Tote" Campbell, as he is generally called, has been East with

the Victoria hockey team. He is one of the "star" players.

There has been a brisk demand for illustrated war papers and books on the Transvaal. Fitzpatrick's book on the Transvaal is having quite a run. The demand for flags has also been quite marked.

Bullman Brothers have issued a fine series of six lithographed post cards. One of the most popular of the series shows the departure of the Winnipeg contingent, and a photo of our very much lamented Major Arnold. This firm are now quite settled in their new block, and have one of the most complete lithographing and bookbinding establishments in the Dominion.

The most popular and best selling books up here are: "Janice Meredith," "Richard Carvel," "The Sky Pilot," "Black Rock," "Red Pottage," "Deeds That Won the Empire," "Fights for the Flag," "Wild Animals I Have Known," "Ione March," "Stalky & Co.," "When Knighthood was in Flower," and "Number 5 John Street." "David Harum" is still having a steady sale.

The Eastern travelers seem to be fond of Winnipeg air. Messrs. Young, May, Langton, Davidson, Anderson, Smith and Jeffrey have recently visited the metropolis of the West.

Messrs. Russell & Company have published a little book, by Lawrence H. J. Minchin, supervisor of music in the Winnipeg schools, entitled "Hints on Teaching Music in Schools" (price 25 cents). It is filling a much felt want, and is having a ready sale.

ANON.

MR. J. H. WOODS.

Mr. James Herbert Woods, who has lately resigned his position on The Toronto Mail and Empire staff to enter a new branch of work, is one of the best known of the younger members of the Canadian press. Mr. Woods is a native of Quebec, where his father still resides. Some years ago he was connected with the Winnipeg press, and joined the staff of The Toronto Mail and Empire as reporter about 1893. When The Montreal Herald passed under the control of Mr. James Brierley's company, Mr. Woods was appointed news editor, a position he filled with success until he was appointed city editor of The Mail and Empire, to fill the vacancy caused by the resignation of Mr. Alexander Fraser. This position Mr. Woods held with acceptance until a few weeks ago, when he gave up journalism for publishing, taking a responsible post with the Publishers' Syndicate, Toronto.

The stock, etc., of Watson & Campbell, stationers, etc., New Westminster, B.C., is advertised for sale by tender.

BOOKS AND PERIODICALS.

IMPORTANT CANADIAN BOOK.

AN announcement that will create widespread interest in the realm of books, especially in Canada, is that a new work from the pen of Lieut.-Col. George T. Denison, President of the British Empire League, is being got ready for the press.

The publishers, Messrs. Geo. N. Morang & Co., announce that Lieut.-Col. Denison has completed the manuscript of a book of an autobiographical character, and that it will appear during the present year. The gallant colonel's long connection with military affairs in Canada, and the accumulation of much valuable material, has led him to embody in the form of a personal narrative his intimate knowledge of the Canadian volunteer force during the past 40 years. The book, in fact, is a faithful record of the military side of Lieut.-Col. Denison's life, which has been full of incident and varied experience.

It is some years since he made a reputation both as a writer and a military authority by his previous works, "Modern Cavalry" and "A History of Cavalry." The latter received the prize offered by the Russian Government, and has been translated into Russian, German, French and other languages, and is still a standard authority in Europe among military students. Lieut.-Col. Denison has played an important part in Canadian military affairs. He served as the senior cavalry officer in the Fenian Raid of 1866 and the Northwest Rebellion of 1885, and a good deal of the inner history of these campaigns is said to be embodied in his new book. His residence in Russia during the period when "A History of Cavalry" was being translated into Russian, and when he was presented to the Czar and made the acquaintance of several Russian notabilities, also come into the narrative.

The book is essentially an autobiography, and is said to be full of anecdote and reminiscence, related in Lieut.-Col. Denison's inimitable style. His association with many British officers, some of whom are still living, provides some lively reminiscences, and the portions relating to visits to England are likely to arouse considerable interest both there and in Canada. The book will be published in London, Eng., as well as in Canada. Probably no Canadian work of recent years will excite so much interest, not only among those connected with the Canadian militia, but among those who are aware of the part played by the colonel in the Imperial movement in this country, and, as he is a fearless critic, it is possible that considerable controversy may arise out of some of the revelations which are said to be embodied in the

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LIEUT.-COL. GEORGE T. DENISON.

Author of "A History of Cavalry," etc., whose military autobiography is about to be published.

narrative. Its publication by Morang & Co. is likely to be an event in the Canadian book world.

MORANG & CO.'S BOOKS.

The fact that "Mr. Dooley" struck a universal note when he wrote his two inimitable books is evident not only from the sale of "Mr. Dooley in Peace and in War" and "Mr. Dooley in the Hearts of His Countrymen," but by the crop of imitators who have begun to send in their productions to long-suffering publishers, and occasionally to get them inserted in country journals in

need of something to fill up space. It is also shown by the evidently sincere and favorable reviews which have appeared on both sides of the Atlantic, while the enthusiasm that has been aroused of late, for the Irish race, has again afforded a stimulating atmosphere for the circulation of these works of humor. We note that Morang & Co. produce the latest edition of both at \$1 in cloth, and 50c. in paper.

The Canadian edition of William Wilfred Campbell's latest book, "Beyond the Hills of Dream," produced by Morang & Co., is daintily put out of hand, the book being bound in yellow cloth, with a suitable pastoral design on the cover. The work has been favorably reviewed in both the United States and England, and will have a continuous sale from now until the fall season, which is, on the whole, better adapted for books of this kind.

The interesting novel by the Misses R. and K. M. Lizars, which has been taken up for England by Greening & Co., of London, is now in the press and will be produced in an attractive Canadian edition by Morang & Co. We predict for this book a considerable success on both sides of the water, for it has not only abounding humor, but deep insight into character and plenty of local color. The writers wield a keen pen and hit off very happily the characteristics of various inhabitants of a county town in Ontario. The story element is not wanting, and some of the delineations are masterly. It will be out in June, in cloth at \$1.

The publication of a new book by Elizabeth Thorneycroft Fowler cannot but be regarded as an event in the literary world. This clever writer has shown in her previous works an ability and a comprehensive view of life which are exceedingly rare in the works of novelists in the present day. Her insight into character is great, her wit and humor are simply abounding, she makes her personages simply move before us at will, utter whimsicalities or wisdom, and conduct themselves just as they would if they were alive. The new novel, for which Morang & Co. have secured Canadian rights, is entitled "The Farringdons," and is a long way ahead of anything Miss Fowler has yet done. Elizabeth Farringdon, the heroine of the book, is certainly Miss Fowler's greatest success, and the vicissitudes through which the young lady passes are most interesting. There is more depth of meaning in some of the pages of this book than in many a dozen of the trashy novels that flood the market, and as it treats of Methodism in the Old Country and paints it to the life, it is a book that every good Methodist should buy, but the author by no means confines herself to

BOOKS AND PERIODICALS—Continued.

provincial Methodism. Elizabeth becomes a rich woman and "takes in" in due course both Art with a big A and Society with a big S, and there's a scene on the river describing an aristocratic picnic which is one of the brightest scenes in the records of fiction. The book contains everything from comedy to religion, but the golden thread of consistency in human nature runs through it all. It goes without saying that the success of this book in Canada is assured. Cloth, \$1.50; paper, 75c.

"Phenomenal" is the adjective that is being used on all hands with regard to "To Have and To Hold." The Critic publishes this month a big batch of reports from circulating libraries in Canada and the United States, from all the principal centres of population east and west, north and south. With one exception, this book is given the place of the most popular novel, while the progress of the book since publication is, perhaps, more astonishing than any in recent annals. In one week it reached 75,000; in three weeks 100,000; in six weeks 150,000, and, on Saturday, April 28, the tenth week from publication, it had made the record of 200,000 copies. No book that we can remember has sold quite so rapidly from the very commencement, for, though "David Harum" had a record sale, it was not so well developed from the very start. It now looks as though Miss Johnston's great novel would sell very freely, not to say tumultuously, through the entire summer. At present the latter adverb is descriptive and the telegraph wire is being kept hot with orders.

It was thought when "Resurrection" was first issued in this country that Tolstoy's great book would hardly hit the Canadian taste. The first edition was, however, sold in two weeks, and another had to be prepared, which is being taken up with great rapidity. The fact is that, in this and previously mentioned books, there is considerable quality and massiveness, and the public recognizes their greatness. There is a considerable difference between the entertaining novel which can be read in an evening and that fades from the mind of the reader like a cloud from a summer sky, and the book that touches the depths of human nature and introduces us to characters and scenes with which the reader feels that he has an organic and vital connection.

This quality is also manifest in Mary Johnston's other novel, "Prisoners of Hope," also listed by Morang & Co., inquiry for which has been much stimulated by the great success of the author's later book.

The name of A. Conan Doyle is one that always arouses grateful feelings in the

hearts of novel readers of to-day, and his collection of stories under the name of "The Green Flag" is not by any means a disappointing one. On the contrary, many of the stories have a dash and virility that lift them out of the common ruck of such productions. In fact, some of these tales may be truthfully described as among the best examples of the present day in that kind of literature.

THE COPP, CLARK CO.'S BOOKS.

"Joan of the Sword Hand" has had large sales, and is quite up to the publishers' highest expectations. It is said to be the best book Mr. Crockett has yet produced. A strongly written historical romance, it comes in refreshing contrast to the cloying character-dissection to be found in many modern novels. The scene is laid in the sixteenth century, before the days of chivalry had waned. Joan, the only daughter of the Duke of Hohenstein, at his death becomes ruler of the duchy—not only in name but in fact, leading her soldiers in the field, and so skilful with her blade as to win the title of "Joan of the Sword Hand." The Amazonian Duchess becomes pure womanly and yields to the tender passion. The edition is plentifully illustrated, generally a well-made sample of the book-maker's craft.

Mr. Ernest Seton-Thompson, author of "Wild Animals I Have Known," is a Canadian whose fame is wide. His latest work, "The Biography of a Grizzly," is one of the finest pieces of writing he has ever done. The "biography" reminds one forcibly of Kipling's "Jungle Stories." One feels that if a bear could write he would write just in that way. The Copp, Clark Co. have produced a work which is in all respects a very beautiful specimen of the book-making art. The illustrations—75 of them—by the author-artist, are as good in their way as the text is. In reading his biography you grow to love that great grey grizzly, Wahb, whose life-story is so affectionately and faithfully told by Mr. Thompson, from that night—the first after Mother Grizzly's death, when the forlorn little cub crawled into a hollow log, and tried to dream that his mother's huge arms of fur still encircled him, and he "snuffled himself to sleep"—until, at the end of his eventful life, he bravely entered Death Gulch, where, on the "rocky herbless floor," he lay him gently down and passed into a possibly dreamless sleep. Mr. Thompson appears to suggest the probability of suicide in the animal world. Would you thus interpret the closing chapter of the Biography?

"Sophia" will be picked up eagerly at the bookstores by all admirers of Stanley Weyman. The story is delightful reading,

the plot laid in a time when men and maidens were yet picturesque in powdered wigs and courtly manners. The appointed heroine, Sophia Maitland, is an heiress, and, of course, has suitors for her hand. Two stand out in the foreground—an honest suitor, a noble gentleman who milady is late in appreciating, and a villain to tangle the threads, bringing difficulty and danger to all in his path. It always increases the interest of a book, if there is anything in it to cause discussion. So with this book of Mr. Weyman's. Sophia's right to the heroineship has been questioned by critics, daring to say that the author erred in not calling the novel in honor of Lady Betty, who they believe to be the more-deserving character.

Talking of controversies, what endless argument has been aroused, since time began, by the discussion of that old story of Adam and Eve. The interest in it never grows dull, each new comment upon the subject being eagerly listened to. Blanche Willis Howard, author of "Gwenn," and "One Summer," has recently modernized that first romance of Paradise in her new novel, "The Garden of Eden," interpreting the facts to fit present century environments. The story is a pretty and most interesting love story, yet containing much for the thoughtful, involving as it does, vexed social and moral questions which are treated with a masterly hand and with great refinement of touch. This book is one of the latest from the Copp, Clark publishing house, and is very attractive in appearance, with fine paper and clear type.

There is deplorably little humorous fiction, that is, humorous yet clean. Booksellers complain of this. They are constantly being asked for it, yet have not much to conscientiously give in response. Therefore, they will be grateful for Jerome K. Jerome for his "Three Men On Wheels" brought out by Copp, Clark Co. this week in Toronto. "Three Men in a Boat," by the same author, still lingers in the minds of many as one of the most cheerfully entertaining books of recent years. Equally good for reading aloud is this other book, "Three Men On Wheels," relating later chapters in the lives of the same three men whose acquaintance was so pleasantly made in Jerome's former fiction. Its contagious humor carries you to the heights, above the dull routine and care of daily life. It is an effective brain tonic, the like of which no physician can administer.

Mr. W. W. Jacobs is also a delightful humorist, already surrounded with a host of friends for having written "Many Cargoes" and "More Cargoes." His new book, "A Master of Craft," is full of purest fun, and will be hailed from afar by the healthy-

The Best Selling Novels of this Season

To Have and to Hold, by Mary Johnston.

Prisoners of Hope, by Mary Johnston.

Resurrection, by Tolstoy.

The Farringdons, by Ellen Thorneycroft Fowler.

The Green Flag, by A. Conan Doyle. Cloth, \$1.50; Paper, 75c.

There is no mistake about the above list. For instance, look at "To Have and to Hold"---200,000 sold to date. First edition of "Resurrection" taken up in two weeks. Ellen Thorneycroft Fowler's new book is sure to have a tremendous sale, while A. Conan Doyle is a name that is a guarantee of good work.

GEORGE N. MORANG & CO., Limited

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mindful who naturally weary of morbid, dreary or questionable tales. Booksellers will be wise in ordering quantities of "A Master of Craft."

Max Pemberton, author of "Kronstadt" and "A Garden of Swords," has shown much far-sightedness in laying the principal scenes of his new novel, "Feo," in the garden of Paris, now that the eyes of a big world are turned upon that siren city, and people everywhere are anxious to read all they can gather relating to it. "Feo" is the life-story of a bewitching opera singer who charmed away the heart of a prince. This event, together with its varied consequences, makes a charming story. The Copp, Clark Co., Limited, have turned out many books of late, and this is one of the best.

The past year has been noted for large sales in certain books, the historical novel still the favorite, seemingly. Among those conspicuously standing out are Richard Carvel (340,000), Janice Meredith (223,000) and Via Crucis (77,000). Copp, Clark Co. published the Canadian edition of all three books.

"Capetown to Ladysmith" is still in demand. "Savrola" is selling largely; and it is said, on good authority, that the author, Mr. Winston Spencer Churchill, is now preparing for publication a story of the

war up to the present time, including his own capture and imprisonment, the book to be entitled, "To Pretoria and Back."

"The Realist," by Herbert Flowerdew, grows steadily in popularity. It is startling enough to delight the most sensational. The story is out of the ordinary rut of novels, is well written, and the interest is sustained at such a high pitch that one is loath to lay the book aside until the end is reached, but, as it covers 345 good-sized pages, the ordinary reader is not likely to finish it at one sitting. It is well printed, and is bound in red linen with a fantastic face in black and yellow on the front cover.

WM. BRIGGS' NEW BOOKS.

No little interest has been excited by the announcement of Dr. Bryce's "History of the Hudson's Bay Company," and a gratifying number of advance orders await its issue. The book will be placed on the market this month. The Canadian edition will sell at \$3. The book will be a substantial demy 8vo. volume, with 32 full-page illustrations and maps. It must be regarded as the most important work in Canadian history since the late Dr. Kingsford completed his ten-volume history. A careful and accurate history of the Hudson's Bay Company, and of the other great companies that shared with it the fur trade of

Northwestern Canada, will be appreciated by the libraries and by the rapidly-growing class of cultured Canadians. It is gratifying, indeed, that Dr. Briggs has found leisure to undertake and complete this important work. We know of no one who has had better opportunities and facilities for the task. For more than a quarter of a century he has lived in and traveled throughout our Northwest; he has had every aid and countenance from the Hudson's Bay Company's officials, from Lord Strathcona down, and joins to a thorough knowledge of his subject, the ability to write with clearness, vividness and literary charm.

Among the leaders in the keen race for popularity this year must be reckoned Frederick W. Hayes' remarkable historical novel, "A Kent Squire." It has the true historical flavor. Style, dialogue, plot and execution are all uncommonly good; indeed, the story invites comparison with the powerful novels of the elder Dumas, rather than with those of recent romancists. The dialogue is bold and brilliant, epigrammatic and alight with flashes of genuine wit. The scene is laid in the time of the great Duke of Marlborough, who plays a prominent, though not always a flattering part, giving the reader the conviction that the portraiture is a faithful one. The character of the Abbe Gaultier is a masterpiece of duplicity

BOOKS AND PERIODICALS—Continued.

and machination. The reviewer in Black and White remarks that there is in the story "about three times as much interesting matter as the average novel contains." The illustrations are the work of the author, and all are exceptionally fine.

A pamphlet, entitled "Home Ownership versus Rented Houses," was published early this month. It is by Rev. John Morrison, of London, and was originally read before the Ministerial Association of that city, and published pursuant to a resolution of that body.

The Ontario Historical Society is doing commendable work in publishing a series of historical records of various parts of the Province. The latest of these—now in the press—is a work entitled "The United Empire Loyalist Settlement at Long Point, Lake Erie," by L. H. Tasker, M. A., principal of the Collegiate Institute, Niagara Falls. While a considerable part of the book is of a biographical character, and, therefore, chiefly of local interest, yet, much of it is of general interest, as may be gathered from the headings of the earlier chapters: "Political Aspect of the Revolution," "Motives of the Loyalists," "Treatment of the Loyalists During the War," "Legislative Enactments for the Punishment of the Loyalists," "The British Parliament and the Loyalists," "What Britain did for the Loyalists," "Loyalist Emigration," "Routes of the Loyalists," "Modes of Traveling," etc. A large number of excellent half-tone engravings embellish the volume, one of the most important yet contributed to the all-too scanty literature of the United Empire Loyalists, whom the Rev. LeRoy Hooker apostrophizes as follows:

These be thy heroes, Canada!
 These men, who stood, when pressed,
 Not in the fevered pulse of strife,
 When foeman thrusts at foeman's life,
 But in that sterner test
 When wrong on sumptuous fare is fed,
 And right must toil for daily bread,
 And men must choose between.
 When wrong in lordly mansion lies,
 And right must shelter 'neath the skies,
 And men must choose between.
 When wrong is cheered on every side,
 And right is cursed and crucified,
 And men must choose between.
 And when you pray for Canada,
 Implore kind heaven, that like a leaven,
 The hero blood which then was given
 May quicken in her veins each day;
 So shall she win a spotless fame,
 And like the sun her honored name
 Shall shine to latest years the same.

William Briggs has in the press a volume of talks and tales for boys by the well-known American preacher and author, Albert Louis Banks, D. D. The book is entitled "A Manly Boy," and will sell, in cloth covers, at 50c. The chapters were originally de-

livered as a series of talks to his junior department of the Y. M. C. A., at Cleveland, Ohio.

The late Rev. John E. Lanceley was considered one of the brightest preachers and lecturers of the Methodist Church in Canada. His ready wit, and the original and striking way in which he expressed his thoughts, gave him special prominence on the lecture platform. A volume of his

City Temple, London—for years a close friend of the deceased minister—has written an introduction for the volume, and Rev. Chancellor Burwash contributes an interesting biographical sketch. The book will, in cloth covers, sell at \$1.

A second edition of Dr. F. J. Livingston's narrative of his adventures in Swaziland, entitled "My Escape from the Boers," has been called for and is now ready.



Specimen Illustration from "A Kent Squire."—William Briggs.

lectures and sermons will be published during the present month, and should find favor with the public. The lectures selected for publication are entitled "The Devil of Names," "The Nose and Its World," "One Another," "The Why of Education," "Kirjath-Sephir" (The City of Books) and "Poltroons." Supplementing these are two of Mr. Lanceley's most popular sermons, "None but Thee" and "The New Song." Rev. Joseph Parker, D. D., pastor of the

"By Way of the Wilderness" is "Pansy's" newest story—in which she collaborates with Mrs. Livingstone, as she did in "John Remington, Martyr"—just published in William Briggs' Canadian copyright edition.

R. N. Stephens' new story, "Philip Winwood," will be issued in a Canadian edition this month. This author's stories, "The Road to Paris," "A Continental Dragoon," "An Enemy to the King," and

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"A Gentleman Player," all were successful books.

Dr. Rand's "Treasury of Canadian Verse" will be ready by about May 15. The book has created extraordinary interest, and is bound to have a large sale. The publisher reports that rarely has he received so many inquiries and orders in advance as have come since he announced this book. "R.V.," in his column in The Montreal Gazette, suggests that the book would be a suitable gift to our soldiers in South Africa, and proceeds to observe: "Whether during the interval of rest from march or combat, or the weary hours of captivity or convalescence, the 'Treasury' would be rich in solace, and create links of association with old scenes both strong and tender. Our belief is that the volume is of quality so uniformly high, though varied in subject, that it will do in letters what the heroic spirit of our young men has accomplished in warfare—it will seize and hold the attention of our fellow-citizens of the Empire until they have formed a true estimate of us."

William Briggs, who had the Canadian market for Lounsberry and Rowan's "Guide to the Wild Flowers," a most popular book on the beautiful "wildings of the wood," announces that he has had the good fortune to secure the market for a new work by the

same authors, entitled "A Guide to the Trees." A work of this sort, with its splendid series of illustrations, should prove very popular in Canada, where trees are vastly more abundant than is information about them.

A new series of popular biographies is being published by Andrew Melrose. The first is that of Field Marshal Lord Roberts, by Horace G. Groser. The price is 35c. The sale of this is being pushed by William Briggs.

Three new books of sacred music are being published in Canadian editions. A new one by E. O. Excell, entitled "Make His Praise Glorious," is sure of a popular sale. An excellent collection by Rev. Hugh E. Smith, entitled "Melodies of Salvation," will be in great demand. The third is "White Lilies," issued by The Echo Music Co., a house noted for the excellence of its musical publications.

A new writer comes to claim attention. Jas. A. Wickersham, an American, is the man, and his story, "Enoch Willoughby," is announced as one of high merit. Its characters are portrayed with sympathy, knowledge and humor, and the whole book is racy of the soil of the Middle West a generation ago. The Canadian edition will be published shortly.

A Canadian edition of Bram Stoker's

"Dracula" will appear this month. The author has produced a strong and dramatic story of a human vampire, which has attracted wide attention in England and America. Many competent critics have pronounced it the most daringly successful work of imagination that has seen the light for some time. It is not a story for people with weak nerves, who are afraid of the gruesome.

THE PUBLISHERS' SYNDICATE'S BOOKS.

An important book deal has just been made, whereby the well-known Publishers' Syndicate, Limited, 51 Yonge street, Toronto, become sole Canadian agents for the very popular religious publications of Messrs. T. & T. Clark, Edinburgh. The arrangement will be of much convenience to Canadian buyers of the Messrs. Clark's books, which have a very wide sale throughout the Dominion. The Publishers' Syndicate last week issued the first volume of a series now being published by Messrs. T. & T. Clark, under the title of "The World's Epoch-makers." The series will be one of much literary and historical value. The first volume, just now out, deals with "Cranmer and the English Reformation." Following it will shortly be ready "Wesley and Methodism," by F. J. Snell, M.A. (Oxon); "Buddha and Buddhism," by Arthur Little,

BOOKS AND PERIODICALS—Continued.

M.A., London; and "Luther and the German Reformation," by Professor T. M. Lindsay, D.D., F.C., College, Glasgow. The number of volumes so far arranged for is twenty-eight, and an interesting incident of the series, in a Canadian's view is the fact that one of the volumes will be written by Prof. Wm. Clark, L.L.D., D.C.L., of Trinity College, Toronto, who will have for his subject "Pascal and the Port Royalists."

Mr. Geo. Iles, of New York, a former Canadian, who has made a distinct reputation as a close observer of and reasoner from ascertained scientific facts, has written a book "Flame, Electricity and the Camera," which the Publishers' Syndicate

of man's inventions as applied to everyday use. It is essentially a book for boys. Among the subjects treated of are: Submarine boats, liquid air, wireless telegraphy, automobiles, flying machines, tailless kites, X-rays and others. The work is beautifully illustrated with 200 half-tone cuts and line drawings, and sells in decorated cloth at \$2.

"Mind and Body," by A. C. Halphide, President of the Chicago Society of Anthropology, is a valuable work dealing with the theory and practice of suggestion, treated in concise and graphic form from the standpoint of a conscientious and successful physician and student.

A trio of seasonable books on nature and especially the botanical science are "How to Know the Wild Flowers," "How to



MARY JOHNSTON.

Miss Mary Johnston, the author of "To Have and To Hold" and "Prisoners of Hope," was born in Buchanan, Virginia, a region of great natural beauty. Her education she received at home. Her father's mother was a Scotchwoman, of rare beauty and force of character and of a fine intelligence, and by her Miss Johnston was taught from her fourth to her eighth year, when the grandmother died. Scott and Dickens she read and reread, and she early acquired a love for Shakespeare.

Her father, who had served in the Confederate army as major of artillery, returned after the war to his profession, the law. Becoming interested in railroad matters, first in Virginia and then in the farther South, his affairs finally called him to Birmingham, Alabama, and there, in Miss Johnston's 16th year, the family removed. During the year following her mother's death she crossed the ocean with her father, visiting France, Italy, England, Scotland and Ireland.

In 1893, the Johnstons removed to New York City, and lived there for four years, going to Virginia every Summer. Miss Johnston's health had always been delicate, and, in the second year of her stay in New York, she became for a time practically an invalid. Forced to lie still, she could yet read and study, and, as it was easier to hold a pencil than a book, she began to write for her own amusement. In the Winter of 1896 she commenced "Prisoners of Hope." Of the popularity of this book, and the great success of her later book, "To Have and To Hold," the reading public is well aware.

are issuing in Canada. It is a handsome volume, beautifully illustrated with interesting photos, and is filled with the most practical and valuable information concerning these branches of science which are transforming the world to-day. It is at once popular and profound, and scientific authorities who have been consulted by the author speak well of it. As a prize, every student of any age would be delighted with it.

A book of similar nature is "The Boy's Book of Inventions," by Ray Stannard Baker. This is a charming series of stories of the wonders of modern science, in which the younger generation may read

Know the Ferns," and "Our Native Trees" which are all profusely illustrated, and, while technically accurate, are popular in style and likely to take with all readers interested in these subjects.

A new novel which has just appeared from the press of The Publishers' Syndicate will, it is confidently expected, make a strong run. It is called "Arden Massiter" and is a story of an ancient Italian house crumbling amid the influences of modern life. A thrilling tale well told by Dr. Barry, the author of "The New Antigone." This book has made a sensation in England and will do the same here.

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Author of "The Forge in the Forest."

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29,000 copies of **DAVID HARUM** have been sold in Canada. 2,000 copies sold this year indicate that the book is still alive.

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THE PAPER SITUATION.

The destruction of the Eddy paper mills in the great fire at Hull last month further complicates the paper situation in Canada. Prices have been higher since the manufacturers formed, in February last, an association for the purpose of mutual action. As the Eddy mills were a large factory and made a great deal of the cheap writings used in Canadian exercise and scribbling books, the publishers of these are affected by the fire. While it is impossible to raise the retail selling price of scribblers and exercises it will be necessary to curtail the bulk. Some orders are going to English manufacturers for cheap writings, and, until the Canadian mills once more supply the whole domestic demand, a good deal of this will probably come in. Some lines bulk more than similar papers made in Canada, and will be, on the whole, of a better quality.

* * *

PRESENT TRADE.

Travelers are now out taking orders for the school opening trade and for Christmas cards, booklets, etc. The better lines are being shown in considerable variety, and samples are early in the market this year with a prospect of good orders from dealers. There are some pretty new designs this year, the "Patriotic" design being a feature which promises to take well in Canada, many of whose people have the khaki fever.

* * *

PRICES IN THE UNITED STATES.

A big Fall business is anticipated in the United States, but prices are not expected to go any higher, if, indeed, they are maintained at the present level. The American Stationer says that trade talk is not so certain as it was. "They speak rather of 'the time when prices will be lower,' and the sentiment with some seems to be that lower prices will be seen before the end of the year. No one seems to hope for much of a break in, for instance, paper, yet it is claimed that already prices are slightly weaker, and that in a few months, when the mills shall have caught up with orders,

there will be a decline. This belief is apparently based on the fact that some of the paper mills which have for some time maintained a very independent attitude towards customers, are now out soliciting orders. It is also claimed that the smaller manufacturers of stationers' sundries have, unwisely for their own interests, overproduced their several lines, and that they will soon have to sell at lower prices to rid themselves of surplus stock. All of these opinions are conjectural—nobody is certain—and no matter how sure the talkers are of the coming of lower prices, none can be found who will anticipate and sell at lower prices for delivery in, say, October and November."

* * *

CHRISTMAS CARDS, ETC.

An announcement of considerable interest to the trade is made this month in connection with a line of Christmas cards, etc. The Copp, Clark Co., Limited, have secured the control for Canada of a celebrated line of British cards, calendars, and booklets. It is called "For the Empire" series, has never been shown in Canada before, and is, therefore, an entirely new and unique series of designs. The series has done so well in the Old Country that the manufacturer has not hitherto had time to look after colonial business, but, owing to an increase of manufacturing facilities, the line is now being shown in Canada for the first time.

The collection includes some decidedly attractive patriotic and khaki designs. There are some photographic effects shown by a new process which has produced some quite striking results.

The line makes a specialty of view cards, and it is intended to give the trade an opportunity of getting up their own local scenes, which may be placed on the cards, and thus provide leaders for the dealer. The Copp, Clark Co., Limited, also announce that they have commissioned one of the leading florists to secure for them a collection of ferns, and choice specimens of Canadian flowers, and with these it is proposed to make up a special souvenir of Canada. It is also intended in showing "For the Empire" series to give customers an opportunity of canvassing for orders for small calendars with imprints. The whole thing comprises a very important opening for trade, and dealers are requested to wait

and see samples of this line as a matter of importance to them.

The "For the Empire" series is not the only line of this kind that The Copp, Clark Co., Limited, are inviting the attention of dealers to. Davidson's line is also handled by them. It includes some attractive packets of folding cards and other novelties, as well as autograph and flat cards. These are sold 25 cards in a box for 25c. There is a special box of fine ribboned and corded cards for 60c., 10 in a box. All these cards are supplied with envelopes.

In addition, this firm are handling Castell's line, so well known to the trade as to need no description, and Dutton's as well, so that customers are given their choice of four ordinary lines.

NEW EXERCISE BOOKS.

There is going to be quite "an outbreak of patriotism" in the new Canadian scribblers and exercise books this season, to judge by what one hears. The Copp, Clark Co., Limited, announce so far three new designs for this class of goods, and all embody the military and national spirit. First, the "Khaki" has a cover of that color, with pictures of Roberts and Kitchener. The corners of the "Khaki" are turned down to show the colors of the several arms of the service, such as rifle green, infantry red, and cavalry blue and gold. These corners are pinned down with the different arms of the service, as the bayonet, the sabre, and the swab. This design is registered by the publishers. On the back cover are a map of South Africa and some letterpress, dealing with engagements of interest during the war.

The "Victorian Era" is a handsome design, done in colors, the Queen as the central figure, on her knee the youngest heir to the throne, and, above this, pictures of the Prince of Wales and Duke of York—the four generations. On the back is a fine picture of Windsor Castle.

"Bobs" is the third design. The Field Marshal himself is seated on his charger, attended by his bugler, and surrounded by soldiers in khaki. This design will run through exercises and scribblers. Samples of these new covers will shortly be shown the trade.

A BIG CONCERN.

John A. Walker, vice-president and treasurer of The Joseph Dixon Crucible Co., is very proud of that institution. "The Dixon plant," he states, "is unique, and is the only organization of the kind in the world in this industry. We make everything of which graphite is an ingredient. Others make pencils, but no crucibles;

NOT ONE LINE, BUT MANY

We are Sole Canadian Agents for

Dutton's Castell's Davidson's and "For the Empire" Series

We therefore have much pleasure in presenting to our friends a superb collection of Calendars, Booklets and Christmas Cards from the best manufacturers of these lines in the world.

Dutton's

Cards, Booklets, Calendars—conspicuous for their chaste design and exquisite color work.

Castell's

Well-known Autograph Cards, assortment packets, and a splendid line of cheap Calendars.

Davidson's

Artistic Cards, flat and autograph.

"For the Empire" Series

An entirely new line of Cards and Calendars in Patriotic and Khaki Designs; Photo Effects and View Cards.

We ask you before finally placing your orders to see our samples, a full line of which will shortly be in the hands of our representatives.

THE COPP, CLARK CO.

Limited

TORONTO.

FANCY GOODS AND STATIONERY—Continued. others make crucibles, but no pencils. Others make graphite paint, but no lubricants; others make lubricants, but no stove polish, and thus, through all the ramifications of the graphite industry, others make one item solely, while Dixon makes everything under one roof and one management. Pencils, crucibles, lubricants, foundry facings, greases, paint, electric specialties,



LORD KITCHENER.

with all their details, are found in our catalogue. It is fair to say we are the fathers of the graphite industry—we have everything at first hand. We dig the ore, cut the forests down, assemble the raw stock and complete a hundred and one useful products. We are indispensable to civilization, for no leading industry to-day but uses something we make better than anyone else." The Dixon Co.'s organization spreads far: The works and main office in Jersey City, graphite mines in New York State and in Bavaria, cedar-wood plant in Florida, offices in New York, Philadelphia, San Francisco, Chicago, St. Louis, London (Eng.), and travelers all over the world.

A TRAVELER'S TALE.

Frank O. Evans, of The Raphael Tuck & Sons Co., tells a story of how a rival traveler overreached himself. The traveler called on a merchant new in the business and opened his samples. "Now," he said, "my goods are away ahead of Tuck's; the fact is, the Tuck people talk about their goods, and they are not in it with us." And he continued to say hard things about the Tuck line until the merchant pricked up his ears, figuratively, and stopped him with: "See here, I have never heard of these Tuck goods before, but since you talk about them so much I think I will wait and see them before I buy." And he waited and

bought the Tuck line in the end. The moral of this little story is that running down a competitor or his goods is the poorest possible policy.—American Stationer.

PATRIOTIC WRITING TABLETS.

In few lines of trade is the current of public sentiment so reflected as in the stationery and fancy goods business. In times like the present, when the national feeling is aroused, souvenirs of all descriptions, good, bad and indifferent, find a more or less ready sale.

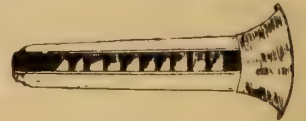
It is seldom, however, that the feeling pervading Canada at present, martial and patriotic, has been so deeply manifested in this country, and, in consequence, few opportunities like the present have been offered to the Canadian stationery manufacturer and dealer for enterprise in the making and selling of patriotic souvenirs. So it is not surprising that patriotic souvenirs of any real value are numerous and find ready sale just now.

Among the many patriotic souvenirs that have been offered to the trade, few possess the merit and attractiveness of the two new lines of writing tablets which W. J. Gage & Co. have just issued. One of these is known as the "Britain's Heroes" series. On the front cover is printed in colors a representation of the Victoria Cross, with as the central figure a photogravure of some British soldier who has won honor and distinction in South Africa. The series consists of ten tablets, showing Lord Roberts, Lord Kitchener, General Buller, General White, General French, General Wauchope, General Macdonald, Lord Dundonald, Colonel Keke-wich, and Colonel Baden-Powell. The other series is known as "Canada's Heroes." The cover design, as shown in the accompanying cut, is tasty and appropriate, and is printed in red, green and black. The officers included in the series are Colonels Otter, Lessard, Steele, Buchan, Herchmer, Drury and Evans, Majors Denison and Pelletier, and Captain Nelles.

In both these series the stock is ruled and of even better grade than is usually used on 10c tablets. When the value of the stock used and the value of the photos as souvenirs is considered, it is at once recognized that these two lines are really marvels of cheapness. For \$1 the stationer's customer can secure a really good set of 10 British or 10 Canadian soldiers and a big stock of superior writing paper into the bargain.

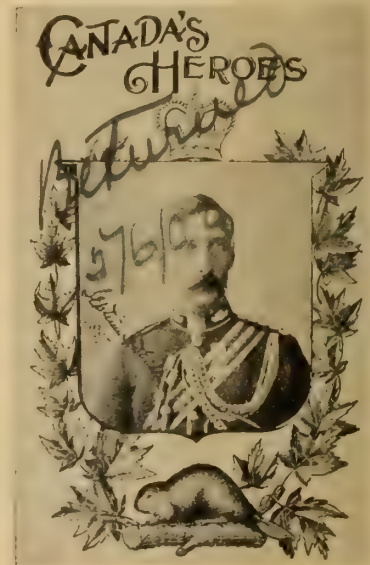
The H. A. Nelson & Sons Co., Limited, of Montreal, report the usual quota of novelties, for Spring and Summer trade, and call attention to the cut of trombone harmonica here shown. With this mouth

organ the best tremolo effects can be obtained. The shape is novel and a seller, the tone as fine as can be produced. The price of this article is \$1.80 per doz. This company is showing a new line of colored drawing crayons, 1 doz. in a box, assorted colors, and at \$4.80 per gross box.



Trombone Harmonica.

A complete stock of Hohner harmonicas have arrived, and dealers now finding themselves short of these popular selling lines, or unable to procure them from their own regular supply house, will be able to find their orders promptly and well filled by The H. A. Nelson & Sons Co., Limited. Something the retail dealer always needs is a good window hook for hanging goods in the show window by. Whether he be a stationer, druggist, fancy goods man, grocer or dry goods dealer, these hooks are of great utility, as each hook is brass, nickle-plated, and is furnished with a neat spiral spring, into which the price ticket fits and is held by. The H. A. Nelson & Sons Co., Limited, are carrying the improved Zonophone, or talking machine. This talking machine, on account of its tremendous volume and clear enunciation, is an invaluable advertiser to the dealer. This machine is in a neat hard-wood varnished case, japanned horn, does



MAJOR SEPTIMUS A. DENISON, R.C.R.I.
A.D.C. to Lord Roberts.

not have to be stopped to wind, and is jobbed by this company at \$15 each net cash. The records or sound plates are of vulcanite and unbreakable; price, 50c. each, also net cash.

The H. A. Nelson & Sons Co., Limited, have been sending out a colored circular,

New Writing Tablets.



GOODS FOR THE TIMES.



"Britain's Heroes."

A series of ten writing tablets, assorted, with a photogravure picture of a leading British Officer on each cover, in the centre of an elegant Victoria Cross design, printed in colors.

"Canada's Heroes."

A series of ten tablets, assorted, with photogravure picture of a leading Canadian Officer on each cover, in a handsome Maple Leaf wreath design, printed in colors.

The above goods are made of extra quality paper, commercial note size, to retail at 10c. each, plain or ruled. The picture on the cover is worth preserving as a souvenir, and is worth the price charged for the tablet.

Orders should be sent at once, as the demand for them will be immense. They are put up in sets of ten, assorted.

W. J. GAGE & CO.

LIMITED

Wholesale and
Manufacturing Stationers

... Toronto

FANCY GOODS AND STATIONERY—Continued. showing their latest flags in silk, a little raw-edge Union Jack, size $6\frac{1}{4} \times 4\frac{1}{2}$ in., at \$4.80 gross and a neat button-hole silk Dominion flag, $1\frac{1}{2}$ by 2 in., in five colors, with a gold plated pin to attach by, at \$3.50 per gross, one gross in a box; and without pin, at \$2.75 per gross. Their latest war novelty is a splendid portrait of the traditional English bull dog, engraved on a silk ribbon. and the significant words, "Who Said Kruger?" printed below. This war badge, with a gold plated pin, at \$4.25 per gross, one gross in a package, or, without the pin, \$3.50 per gross. Now, as the Queen's Birthday is approaching dealers should look to their stock of fishing tackle. Besides their regular lines, of which The H. A. Nelson & Sons Co., Limited, carry a finely assorted line, and all of which are listed in their Spring catalogue, they are showing a new range of furnished lines, in three sizes, each line with hook and sinker, on a reel. Prices, according to size and length of line, \$1.50, \$10.20 and \$18 per gross. Write for samples.

Mr. Henry L. Lyman, of Montreal, who represents in Canada the Elton, Eng., paper mills, which manufacture the famous brand of crepe papers known as "Dancing Girl," has been visiting the trade in Toronto. These crepe tissues are now being sold by all dealers. They have come into common use now for decorative purposes, displacing other materials probably forever. During the present Imperial movement, the patriotic streamers for celebration and decoration purposes, printed in the national colors—red, white and blue, are admirably adapted to meet a current want, and crepe tissue sales, with Queen's Birthday, school closings and Dominion Day approaching, ought to be large.

The London Times says regarding the late Raphaël Tuck: "The death is announced, in his 79th year, of Mr. Raphaël Tuck, founder of the firm of Raphaël Tuck & Sons, the well-known art publishers. Mr. Tuck died quite suddenly on Friday, March 16, at his residence in Highbury, after a short attack of influenza. To his firm was due, in a large part, the enormous widening in the Christmas card market. He saw the possibilities which the trade offered when the Christmas card was superseding the valentine, and for many years past he and his sons have been among the largest and most enterprising producers of cards. The publishing business, which has attained such large proportions, was established in quite a small way, but it developed rapidly after the first few years, under the impetus of the Christmas Card Exhibition and other amateur and professional art competitions

started by the firm. The late Mr. Tuck retired from all active participation in 1882, leaving the sole control of the business to his sons. He devoted himself, after his retirement, entirely to the theological and philosophical studies which he had always longed for time to pursue. He had the gratification of personally opening Raphaël House, the handsome new city home of the firm, as recently as July 1899, the foundation stone having been laid by him early in the previous year. Only a week before his death he drove to the house of one of his sons, there to see the Queen, whose art publisher he had been for many years, drive past in her triumphant progress through London."

Warwick Bros. & Rutter have got the manufacturers of floral crepe tissue to add one number to their line printed with Union Jacks, eight Jacks to a piece compact, five pieces in a box.

There are various ways of spelling and pronouncing "khaki." But one of our subscribers has struck the best yet, for he wrote: "I think that new color is going to take in stationery; I mean the one they call the 'cock-eye.'"

A feature of the import fancy goods trade this season is the issue of a handsome booklet containing four fine plate engravings of the line of samples shown by Warwick Bros. & Rutter. If any dealer has not received a copy of this he should write for one, as the engravings are very fine and give a perfect idea of the new goods.

There is going to be a slight advance in the price of school globes. The trade is now practically controlled by one United States manufacturer, whose Canadian agents are The Copp, Clark Co., Limited, and they will shortly issue a new price list to dealers.

A well-known stationery firm in a western city advertises as follows: "If a Man's in love, that's His business. If a Girl's in love, that's Her business. If they get married, they want stationery; that's Our business."

The demand for flags is very heavy this season, and The Copp, Clark Co., Limited, report that their presses are kept busy running overtime to fill orders, but it is hoped shortly to catch up.

The new map of Ontario, got out by The Copp, Clark Co., Limited, will be ready the end of May.

A new playing card, made by Goodall, is being shown by Warwick Bros. & Rutter, and will likely "catch on" to a great ex-

tent. The design is a drapery of British flags with the Imperial and colonial coats of arms artistically arranged and printed on a khaki-colored background in seven or eight colors. It is one of the prettiest souvenirs yet shown of the South-African War. Warwick Bros. & Rutter have sole agency in Canada, and expect stock on during May.

Buntin, Gillies & Co., Hamilton, are offering a fine line of the popular "Khaki" notepaper, with envelopes to match. They have it in two sizes.

NEW BOOKS.

JOHN AND SEBASTIAN CABOT: The Discovery of North America.—By C. R. Beazley, M.A.; photo frontis.; map. Cloth; 311 pp.; 5s. J. Fisher Unwin, London. A capital issue of the "Builders of Greater Britain" series, detailing with care and research the voyages of these discoverers and examining impartially the contemporary evidence. It is of value to students, to collectors of historical and Canadian works and a pleasant narrative for the general reader.

ABOUT MY FATHER'S BUSINESS.—By Austin Miles. The Mershon Company, New York. Price \$1.50. Mr. Miles in this book describes the Church as the "Father's business," in which there are employed many kinds and conditions of men to carry out the work. He has been for nearly 10 years engaged in collecting data, during which time he has visited many different denominations in his extensive travels, and has made personal observations as to their reasons for failing to reach the masses, embodying his experiences and receptions in the form of an interesting story. All through there is carried on an animated controversy between the social and spiritual elements, describing the lack of force and power in spiritual life by the encroachment upon it of social pleasures. It also shows the abuses made possible by the power and influence of some of its rich members, who frequently use the Church as a cloak for the advancement of their selfish ambitions and designs, and are often made social lions, licensed to do mostly as they please because of their wealth, depicting very truthfully how some of the clergy thoughtlessly lavish time and affection upon these pious plutocrats while the more faithful are frequently neglected and allowed to slip away from Church influences. While the book has a religious flavor, at the same time it advances some very strong themes of morality and philosophy. Throughout its pages a vein of

helpful humor is found, and written in such an original manner as to win for the book a marked favor with the reading public.

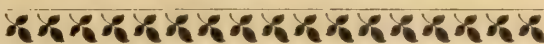
GUIDE TO PARIS.—Flexible cloth, pocket size, full gilt, 50c., with plans and diagrams. Laird & Lee, Chicago. The eighth edition of this book is entirely revised. This work was successful from the start, but, in its present form, it is undoubtedly the best guide of the size ever published on either side of the Atlantic. Its main new feature is a series of 12 city routes, with diagrams, covering every possible point of interest in the great city, and giving crisp, accurate descriptions of all monuments, public buildings, churches, theatres, museums, bridges, parks, etc. These routes have taken the experienced Parisian author months of close study, as his ambition was to give the tourist a chance to see everything and miss nothing, while covering the ground in a minimum of time. A second novel feature introduced in the book is a short vocabulary of words and sentences in German and Italian that will prove most valuable to tourists visiting Switzerland, Germany, Austria or Italy, after or before their trip to Paris. Several half-tones have been added—among them a picture of the recently burned Theatre Francais—and the former chapters considerably strengthened.

A LORD'S COURTSHIP.—By Lee Meriwether. Illus., cloth, 288 pp., \$1. Laird & Lee, Chicago. This is a lively enough story of the pursuit of an American heiress by foreign adventurers. The English lord is mercenary, but not so very bad, after all, and, though he does not win the heiress, he does not lose utterly the reader's favor.

THE WATERS OF EDERA.—By "Ouida." Paper, 326 pp., 75c. Musson Book Co., Toronto. The publishers have turned out this new novel in a tasteful cover, rather above the usual paper book. It is "Ouida's" last, and has just been favorably reviewed in the English press. The scene is an Italian pastoral, and the Edera river is to be interfered with by capitalists for commercial purposes, to the pain of the simple denizens. The tragedy is worked out with skill and passion.

A MAN'S WOMAN.—By Frank Norris. Paper, 75c., 286 pp. Musson Book Co., Toronto. There is a good deal of force and insight in this story, which is written with a smooth incisiveness not without charm. Two rather strenuous characters—Ward Bennett, an Arctic voyageur intent on discovering the North Pole, and Lloyd Searight, a girl who is at once strong in character and thoroughly feminine, in short, a man's woman—are hero and heroine. They finally marry, and the struggle as to whether Bennett shall go on his quest again is the gist of the story. The wife at first tries to wean him from the dangerous task, but finally encourages him to go.

“Portia”



is one of our many new lines of Society Note, suitable for the Spring trade. Other splendid selling lines are: Oxford Vellum, Original Parchment Vellum, Original English Wedgwood, Plashwater, Nebula Blue, and French Crepon.

In papers we handle everything that is required by business and society people as well as printers' and stationers' supplies.

Every dealer should handle our reliable goods. They are the most saleable and popular on the market to-day.

Samples representing the established qualities of these goods will be forwarded to the trade upon application.

The Barber & Ellis Co., Limited

Manufacturing and Wholesale Stationers,
43-49 Bay Street, TORONTO, ONT.

Gold Medals, Paris, 1878:1889.

JOSEPH GILLOTT'S

Of Highest Quality, and Having
Greatest Durability are Therefore
CHEAPEST.

PENS

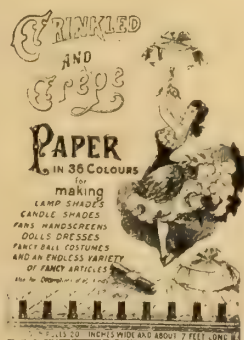
PATRIOTIC STREAMERS

FOR DECORATIONS.

“Dancing Girl” Brand CREPE PAPER

IN National Colors, Red, White, Blue,
4 ft. 6 in. long, 6 in wide.

Each streamer is rolled up and banded. Very effective for decorating HALLS, HOMES, and STORES. To be had of all the wholesale stationers and fancy goods dealers.



TRADE MARK.

HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

WALL PAPER AND DECORATIONS.

THE WALL PAPER SEASON.

NOTWITHSTANDING the late Spring weather, the wall paper season opened exceedingly early this year, and has continued in a most satisfactory manner. Manufacturers report repeat orders as coming in more freely than usual. Last Fall, many merchants who were usually in the habit of not getting in Spring goods until February, had large shipments made to them. This was done in anticipation of a good business during the month of November and immediately after the holidays, and their anticipations were not disappointed, judging by the fact that manufacturers began to receive numerous "repeats" early in January.

We have always thought that wall paper dealers make a mistake in not having their goods shipped from the factories as soon as they are made, as is done in the United States, as it gives them an opportunity to fill orders which they otherwise could not do from their previous year's stock, which is still fresh in the minds of customers who have been through the retailer's samples in the Spring and recognize them as old patterns, while many are induced to paper in the Fall if they see new designs. Then, when the Spring trade opens up, the previous year's goods can be sampled with the new goods and sell readily when there is a larger demand.

One good feature of last Fall's and this Spring's business is the increased demand for medium and high-grade goods. This is a step in the right direction, as there is no economy in buying cheap wall paper. It costs as much to hang, and does not give the same satisfaction. It is far better for the consumer to pay 25c. per roll for a nice paper than to buy an inferior article at, say, 15c. The cost of hanging is the same, and the average room would only take from 12 to 14 rolls, meaning a difference in cost to the consumer of only \$1.20 to \$1.40 per room, which, when one takes into consideration the beautifying effect of an artistic design, well colored, on all the surroundings of a room, it is cheap, indeed, at this cost.

We wish to draw the attention of retailers in general to the error they make in being afraid to put in a good stock when samples are first shown, and before any withdrawals have been made in the patterns. It is better to have a little surplus stock than to disappoint customers by allowing them to make a selection from samples of goods sold

out, and then trusting to the manufacturer to supply them, as the manufacturers make as closely as possible only what papers they have sold, and the stock is very limited after April 1. Another thing, dealers for years past have been afraid to buy ingrain liberally, being under the impression that the sale of this class of paper would die out, but there is no possibility of ingrain ever being out of the market. They are appreciated more each year, and justly so, as they are not only serviceable, but harmonize better with the furnishings of the average room. This year, the sale of ingrain has been phenomenal, and repeat orders have been so heavy that they have completely depleted stocks held by the manufacturers, and the majority of retail dealers are, today, completely sold out of ingrain, with no possibility of procuring them, except in a few colorings. Dealers should profit by the experience they have gained this year, and stock ingrain more heavily the coming season.

When samples are submitted for inspection, many dealers put off buying wall paper until the Fall or Winter. This is a great mistake, they have nothing to gain by it, and a great deal to lose, as in October the manufacturers withdraw fully half of the combinations which they have sampled, which spoils the selection for the late buyer. Add to this the fact that Fall orders are made late, and, consequently, they cannot get the sample-books in time to compete with their neighbors who have bought early. The dealer who has his sample-books in hand in October or November is in a position to show his customers the goods that he has bought, and frequently secures orders for the Spring for them. We cannot too strongly advise the trade to place their orders at the earliest possible moment.

TIMELY ADVICE TO WALL PAPER DEALERS.

Asked for information regarding their experience of the passing season, The Watson, Foster Company, Limited, replied: "Though the Spring was backward, the demand for repeats was, and continues to be, in excess of any previous year, even dealers who had early shipments began sending in supplementary orders before dates seemed to justify it. The result is, our stock to-day is so depleted that combination orders are difficult to satisfy; in fact, many of our numbers, even at this early date, are sold out, for, though we

invariably overprint our best selling patterns, yet once finally exhausted reproduction is impossible. Of course, nothing pleases us more than to know our goods have been appreciated and sold, but we regret a shortage at this time more for our clients' sake than our own. A more generous ordering at first might leave a few remnants, but better that than the loss of good new business, carrying with it a healthy profit and retention of custom, and this can only be done by dealers having more confidence in the possibility of expansion, ordering larger quantities of medium and higher grades, which attract new trade and mean profitable returns, ordering and taking delivery early and taking the opportunity to interest a class open at all times to artistic effect.

"We have never yet seen an instance where a wall paper business has failed to respond to intelligent effort on the dealers' part with our line of papers. We emphasize our line because it is the largest and most comprehensive in the market, a line of entirely original patterns, and renewed every year.

"A good feature this year was the marked increase in medium and higher-priced lines, especially ingrain, in which dealers have for years expected a falling off. This year we have sold over double any previous record, which shows the public appreciate its useful qualities, besides, an ingrain lends itself to artistic effect beyond its intrinsic value, and, having confidence in a growing demand for ingrain, we purpose making them a specialty next season and will show a greatly increased range of colorings."

Acting upon these suggestions, dealers should book more liberally next season in this and other standard grades which give profitable returns, and thus avoid the disappointment in many cases this Spring.

A HANDY LITTLE BOOKLET.

During April, M. Staunton & Co. sent out a splendid little booklet—a reliable wall paper chart. It tells how much paper is required for side walls, ceiling and border for most any size room, from a 3x6x8 foot room to one measuring 25x60x18 feet. It also gives some useful and special directions for hanging different papers. It is really a useful book for every man in the trade. The intention is that everyone in the trade should have one. If you have been missed, a post card request will get you one by return mail.

The firm have been sampling some of the new papers in next season's line, and they promise to discount any line that the Stauntons have ever put on the road, and that's

THE
WATSON,
FOSTER
COMPANY
LIMITED

WALL
PAPERS

MONTREAL

WALL PAPER AND DECORATIONS—Cont'd. saying a good deal. The trade will get a look at the complete line about July 1.

A YEAR'S BUSINESS.

M. Staunton & Co. wish to thank their many customers for the liberal patronage with which they have been favored during the season now nearing an end. That the wall papers made by the firm are popular and profitable is evidenced by the large business done—far larger than any previous season. Repeat orders continue to pour in, but the stock on hand is able to stand the strain. M. Staunton & Co. believe they can best show their appreciation of the liberal orders placed with them by making their new line of samples more than ever attractive in all grades. Sampling on the new line is now under way and will be shown in due course by their salesmen, and it will, undoubtedly, merit the approval of the wall paper trade.

NEW DESIGNS IN PAPERS.

Most of the newer designs for bedroom paper have been fashioned with an eye to country houses, says The American Stationer, for surely few city houses could boast of bedrooms spacious enough to accommodate the great, glorious roses or poppies that appear on so many of the

newer papers. They are of almost every color, these flowers, and they are arranged in stripes in almost every case. In fact, the first and fundamental law governing paper for the bedroom seems to be that it shows a floral stripe. Huge poppies of red or of lavender, large red or yellow roses, are among the favorites, for the colors are, almost without exception, gay and bright.

The more delicate floral stripes are still to be found in plenty, and with a confirmed following, since, in the selection of wall paper, more than in most things, individual taste will have its way in spite of changes in style. That is true especially as regards the plain paper. It has always been more or less in style, dating back to even the old days when a special border for each paper was a thing unknown. At that time, if a certain paper was selected, there were a few anxious moments on the part of the dealer while he hunted around amongst his assortment of borders to see if he could match one by any chance to the color, let alone the design.

The plain paper bids fair to remain in style, the only difference coming in with the color. Just now the best color is considered to be some one of the soft shades of brown, against which pictures show up to their best advantage, although almost any color goes so long as it harmonizes with the furnishings

of the room. The best plain paper is that with a crepe finish, better than the cartridge paper, because it takes on richer colorings, and rich colorings is a demand of the day in wall papers. To generalize and describe the new wall papers in one brief sentence, one would probably say that they are dark and rich in coloring and large in design. That would about cover the field.

"The most artistic and beautiful of the papers for wall decorations are imported," said a dealer. "To be sure, some of the French papers are quite successfully copied, but it seems all but impossible to reproduce the same rich tones that are found in the darker papers like the tapestry designs. A great feature of the papers for libraries and dining-rooms, where warmth of color is desirable, is the English or French tapestry design, copied from old tapestries with all the original wealth of hue, so that the effect is nearly perfect.

"For some unknown reason the American attempt to imitate these papers is never wholly a success, even with all the machinery and the colors brought straight from the other side. A closely covered yet bold arrangement after English tapestries shows the fleeing stag, the pursuing pack and all other details of the chase."

The more expensive papers are printed by hand, in contrast to those that receive



WALL PAPERS

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Sorting?

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TORONTO.

their patterns from a machine. In the hand-work each of the colors, except, of course, the background tone, is put on separately and applied by a hand block. The process gives that clear-cut appearance by which the flowers, for instance, seem to stand out from their surroundings. Some of the most beautiful of the drawing-room papers are those with delicate-hued flowers against a white background with the more antique effect. Heavy gros grain white silk may be the suggestion offered by another paper, where the dainty blues, pinks and yellows in which French papers revel, appear in an ascending strip. Still a third shows a satiny background in such perfect imitation that the eyes are well deceived.

But not even all the parlor papers are light and airy. The return to dark colors has made a dark toned red paper, red in the background, a still deeper and more velvety red in the floral design, a favorite. The heavy embossed papers, which are the most expensive of all, show a marked preference for rococo designs, although conventionalized patterns are no mean seconds.

The more you study the subject the more reason you will find for rejoicing that modern art has taken up the subject as a fruitful one and has helped to develop wall paper from a conspicuous piece of ugliness to a thing of real beauty. Some of the modern art designs use green and red against a background of white, the natural green of the leaves and the red of the flowers standing out from the green of the stripe.

Many of the very large floral designs are intended for what is known as the "upper third effect," the lower portions of the walls being covered with an unobtrusive paper, and the large roses coming into the frieze. Sometimes the lower walls show a plain striped paper, and in that case the stripe is carried on up and into the frieze, where it meets with the entwining flowers.

Papers finished to look like leather, as well as those finished to look like denim, are not exactly novelties, but they have a steady sort of popularity. These, of course, are extensively used in dining-rooms and libraries.

One of the striking new papers is a most artistic maze of flags in green and red against an ivory ground. Even those who rebel against the large-figured designs are forced to own up to an unwilling admiration for some of the very boldest.

The Qu'Appelle Drug and Stationery Co. Qu'Appelle, N.W.T., has gone out of business.

Miss Aurelia Patty, dealer in stationery and fancy goods, Ottawa, has opened a branch on Dalhousie street.

A DEPARTMENT STORE'S BOOK COUNTER.

A New York Authority on How it is Run.

AS the regular dealer suffers from the competition of the department store, it will interest him to know the principles on which this competition is based. An authority in New York has just published an account of the book counter in the modern department store. There may be some hints for live Canadian dealers in it. He says:

"The bookstore should be prominently and conveniently located. Its shelves and aisles and counters should not be cramped for room. Its customers must have full opportunity to examine what is offered and seek what they desire. Classification and arrangement should be carefully studied. The poems, the fiction, the standard reading should all have their fixed places.

"Two thousand dollars is sufficient to invest in a book department at the start. This will provide a splendid line of standard reading in miscellaneous bindings and at various prices. It is best to steer clear of flimsy and tawdry bindings. While they may at first prove popular at the price, in the long run they do not prove a good investment. Good customers would rather pay a trifle more and be better pleased. Provide a line to sell at 15c., another at 25c. and one at 50c. This will give you a selection of choice literature which will include most of the standard titles. Do not buy too heavily of poetical works, but make sure the copies you do buy are complete.

BUYING NEW BOOKS.

"Your best efforts, however, should be directed towards a generous supply of the new books as they appear. This is the most arduous task of book-buying. You must be careful and conservative. Authors write, apparently, by machinery nowadays, and new books are turned out in constantly increasing numbers. Hence the buyer must make himself thoroughly posted.

"Read carefully the reviews in the best literary publications—you will soon gather a clear idea of what will sell. If a book seems destined to enjoy a phenomenal run, buy plenty of copies, as quantity very frequently regulates the price. Here is where comes in the advertising afforded by a book department. Sell such publications at cost or only a trifle above cost. The bookman who sells \$1.50 publications at 90c.—popular successes, such as "David Hurum," for instance—naturally creates the impression that his store is a very desirable one at

which to trade. Such offerings will attract the better and wealthier element, who you will find are good to tie to, especially around the holiday season, when their book purchases are heavy.

SALESPeOPLE MUST BE POSTED.

"Your salespeople should be thoroughly conversant with the merits and demerits of these new publications, in order that they may talk intelligently of their contents. If your salespeople have literary instincts, a love of books and the ability to communicate their own enthusiasm, your department will thrive and grow; with incompetent help you might better ship your books to the Filipinos.

"In the midwinter season, following the holidays, particular attention should be directed toward a general cleaning-up of stock, weeding out the odd volumes and those which have become soiled or injured through handling. This will provide the ammunition for a sale of "soiled books," and will prove a splendid stimulant to what would otherwise develop into a stagnant season.

SUMMER BOOKSELLING.

"Books, like dry goods, have their season. With the birth of the Spring bonnet comes the invasion of the paper novel, so close to the heart of the damsel who lolls in the hammock and basks in the sunshine on Summer days. Let your stock of bound books (barring the new copyrights) run down as low as possible during the Summer months, and give the bulk of your attention to these paper goods. They are trade-winners and money-makers. I have seen 3,000 of them sold in a single morning.

"It is necessary to carry four lines at as many different prices, from the 5c. to the 50c. ones. Many of the copyrighted books are now published in paper at 25 and 50c., and these it is necessary to have if your assortment is to be complete. Limited editions of of some of the best books are now published in this form.

"I would not advise the average book department to attempt the introduction of classical literature, text books and the like, though it is well to have at hand a complete list of these for special ordering. The infrequency of the sales in this particular line will not warrant the tying up of any considerable amount of money in them or the expenditure of any of your employes' time.

"There should be a generous supply of

children's picture books and stories for young people. Get the little folks interested in your juvenile literature and your department will soon become popular with their parents.

THE PERIODICAL TRADE.

"Do not be without periodicals. In most instances they are returnable to the publishers at cost, and they will attract hundreds to your department every week. People will come to you regularly for the magazines, and learn to come to you for books when they need them.

"Mark your goods at a profit of from 20 to 50 per cent., save in the case of the copyrighted works above referred to. Keep your department scintillating with newness. Move things around every few days. Make a generous use of price tickets and printer's ink. If you advertise a line of books advertise the titles with them.

"If you run your book department right you will find at the end of the first year that no branch of your business has netted you more money in proportion to the investment. You will also find in your book clientele many customers who had not previously been frequenters of your store. Through the treatment accorded them in the department, and through their constant practice of purchasing books of you, they will have become firm friends of the store."

[We disagree with the price cutting spoken of in this article, but otherwise it contains some useful and practical advice. —EDITOR BOOKSELLER AND STATIONER.]

TRADE AND PERSONAL.

R. T. Williams, stationer, Victoria, has been succeeded by the Victoria News Co., Limited.

Walter F. Mullen, with Charles F. Dawson, Montreal, has been paying a visit to New York.

E. H. Harcourt, of The Copp, Clark Co. Limited, has returned from New York where he picked up some novelties and specialties for the school opening trade in September.

BEST SELLING BOOKS JUST NOW.

THE UNITED STATES.

1. "To Have and to Hold."
2. "Red Pottage." Cholmondeley.
3. "Janice Meredith."
4. "When Knighthood was in Flower."
5. { "Richard Carvel."
6. { "The Gentleman from Indiana."
6. "Resurrection."

ENGLAND.

1. "The Transvaal from Within."
2. "Forty-one Years in India."
3. "Roberts (Lord) Life."
4. "Buller (Sir R.) Life."
5. "Impressions of South Africa."
6. "From Sea to Sea."

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between April 4, and
May 2, 1900.

Compiled for BOOKSELLER AND STATIONER

11267. Drink and Drudgery. Two Social Sins. By Frederick L. H. Sims, Weston, Ont.

11268. Coupon de Prime. Alphonse Gelinas, Ste. Anne de la Perade, Que.

11269. Sons Across the Sea. Patriotic Song. Words by Louis B. Butler and Charles D. Bingham. Music by Gustave Chanoir. Anglo-American Music Publishers' Association, Limited, London, Eng.

11270. The Cause of it All: Oom Paul Kruger. Illustrated Envelope. George Alfred Lowe, Toronto.

11271. First Mounted Review of Strathcona Horse at Ottawa, Ont., March 7, 1900. Photo; No. 59113. Steele & Co., Winnipeg.

11272. The Monterey Leaving Halifax with Strathcona Horse for South Africa, March 17, 1900. Photo; No. 59180E. Steele & Co., Winnipeg.

11273. Special Contract with Travelers. Form. J. L. Nichols & Co., Toronto.

11274. The New Laws of Employers' Liability in England and France. By Frederick Parker Walton. C. Theoret, Montreal.

11275. By Way of the Wilderness. By "Pansy" (Mrs. G. R. Alden) and Mrs. C. M. Livingstone. Wm. Briggs, Toronto.

11277. Lightning Coal Sales Book. (A.) Arthur Miville Dechene, Montreal.

11277. Lightning Coal Sales Book. (B.) Arthur Miville Dechene, Montreal.

11278. Perpetual Calendar. Central Machine Works, Toronto.

11279. Art Metal Office Construction. The Eclipse Office Furniture Company of Ottawa, Limited, Ottawa.

11280. The Waters of the Great Magi Caledonia Springs. Book. The Grand Hotel Co., Caledonia Springs, Ont.

11282. The Correct Measure. Chart and Scale. Signard Maxime Beaudoin, Montreal, and Prosper Alfred Bissonnet, Stanstead, Que.

11284. Guide Map of Rossland, British Columbia. R. E. Young, Rossland.

11285. Herd of Buffaloes in the National Park, Banff, Northwest Territories, Canada. (Photo marked A.) Joseph Rouer Roy, Ottawa.

11286. Herd of Buffaloes in the National Park, Banff, Northwest Territories, Canada. (Photo marked B.) Joseph Rouer Roy, Ottawa.

11287. Herd of Buffaloes in the National Park, Banff, Northwest Territories, Canada.

(Photo marked C.) Joseph Rouer Roy, Ottawa.

11288. Montreal. Marche-two-step. Par Jean Julien Clossey. Albert Turcotte, Montreal.

11289. General Sir George Stewart White, V.C., G.C.B. (Picture.) Joseph C. Clarke, Toronto.

11291. Joan of the Sword Hand. By S. R. Crockett. (Book.) Ward, Lock & Co., Limited, London.

11292. Second Charlottetown Detachment who Volunteered for Service with the Canadian Contingent for the War in South Africa. (Photo.) George H. Cook, Charlottetown, P.E.I.

11293. The Canadian Annual Digest, 1899. By Charles H. Masters, Q. C., and Charles Morse, B.C.L. Robert Reid Cromarty, Toronto.

11294. The Song of the Heroes. By Jacob Goldenberg, Wapella, N.W.T.

11295. South Africa and the Boer-British War. Illustrated. Volume I. By J. Castell Hopkins, F.S.S., and Murat Halstead. J. L. Nichols and Co. Toronto.

11296. Newlands Hayes' Educational and Business Chart. Newlands Hayes, Windsor, Ont.

11297. The Educational Music Course. By Alex. T. Cringan. Book IV. Canada Publishing Co., Limited, Toronto.

11298. Angelica Waltzes. By Harry J. Weiler, Baden, Ont.

11299. Remember Our Soldier Boys. Patriotic march song. Words and Music by Harry J. Weiler, Baden, Ont.

11300. The Medical Directory of the City of Toronto and Suburbs. Compiled and published by Frederick Smily, Toronto.

11301. With Number Three. By Rudyard Kipling. Published in The Citizen, Ottawa, Ont. (Temporary copyright.) Rudyard Kipling, London.

11302. The late Major H. M. Arnold, of the First Winnipeg Contingent to South Africa. (Photo 7½ x 9½.) Arnold Kohnen, Winnipeg.

11303. The late Major H. M. Arnold, of the First Winnipeg Contingent to South Africa. (Photo 10 x 13.) Arnold Kohnen, Winnipeg.

INERIM COPYRIGHTS,

630. Forty-Ninth Battalion March. For Band. Frederick Charles Snider, Trenton, Ont.

631. South-African Soil is my Grave, Annie. Words by A. W. A. Bartlett. Music by Harry LaBelle. Arthur Weal Bartlett, Monteagle Valley, Ont.

632. The Green Flag and Other Stories of War and Sport. By A. Conan Doyle, London.

633. The Farringdons. By Miss Ellen Thorneycroft Fowler, Woodthorne, Wolverhampton, England.

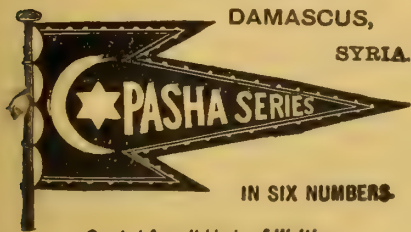
634. A Kent Squire: Being a Record of Certain Adventures of Ambrose Qwynett, Esq., of Thornbaugh. By Frederick W. Hayes. William Briggs, Toronto.

635. The Imperial Budget. Publication. The Imperial Budget Publishing Co., Carleton Place, Ont.

636. Mechanism of the Attraction of Gravitation. Four dissertations on the ocean tides, currents and trade winds, etc. By Frederick H. Young, Picton, Ont.

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Only paper in Canada devoted exclusively to dry goods,
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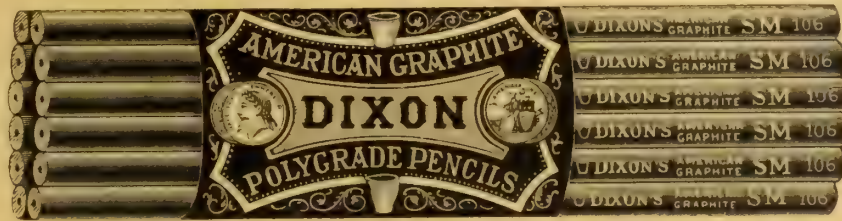
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59-63 St. Peter St.,
Montreal, Que.

Summer Reading---New Scribblers

BOOKSELLER AND STATIONER

JUNE



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FOR AN EMPIRE!



June, 1900.

To Our Friends:

THE dauntless spirit of our times cannot fail to leave its impress upon individual thoughts and aspirations. It necessarily influences our personal ideals, our various actions.

It is doubtless due in part to this influence that our own ideals have already outstripped the Kingship of the Christmas and New Year Card trade bestowed upon us by the unanimous voice of Press and Public these many years back, that mere regal sway contents us no more, that we aspire to a still loftier pinnacle; in short, that we have begun to sigh for the Imperial Diadem and are making a bold bid "**For an Empire**" in the world of Art.

And truly it is an Imperial Collection of New Century Christmas and New Year Cards, Calendars, Gift Books, Toy Books, and Art Novelties in general that we have created for Season 1900-1, and which we unhesitatingly bring forward in support of our claim.

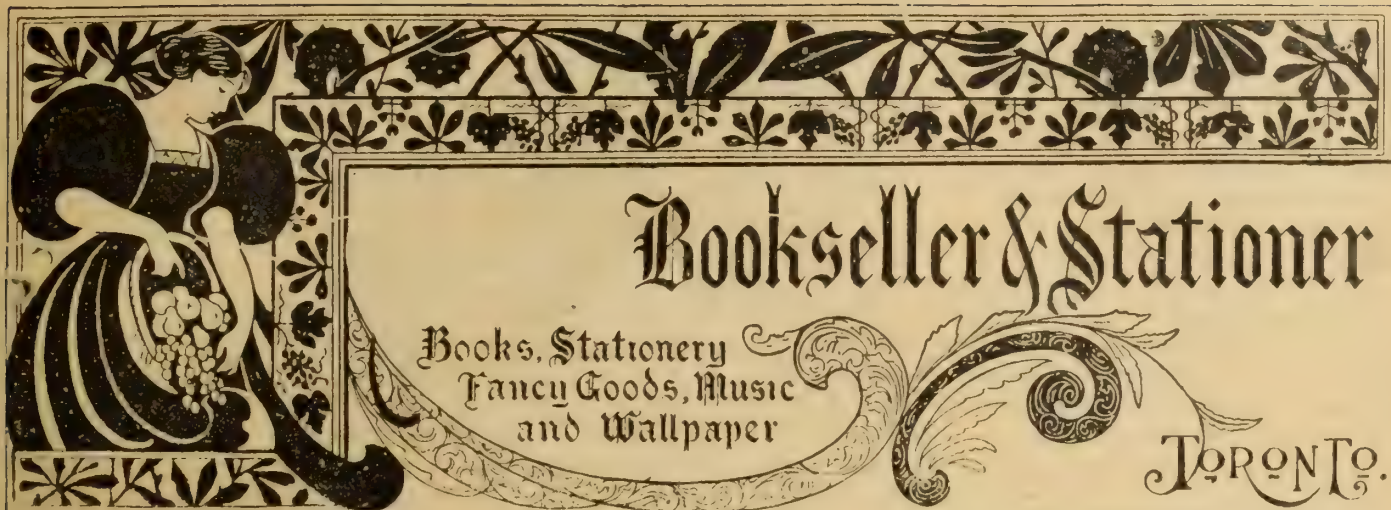
1,200 entirely new sets of cards embodying some three thousand individual designs may well be deemed an "**Empire**" creation for a single season, and ranging as these do over upwards of 100 separate and distinct styles, the achievement, an unprecedented one even in our annals, becomes still more remarkable.

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CURRENT NOTES AND COMMENTS
OF INTEREST TO THE TRADE.

The Copyright Bill

At last, after several years' delay, an effort is being made to put Canadian copyright laws on a better footing. The measure which we publish in another column will be read by all booksellers with interest. It has not yet passed the House of Commons as we go to press. Those who know, say that it will go through. If the English authorities do not intervene, as they did before, the measure will soon be the law of the land, and some Canadian editions will thus have the market to themselves. We have discussed the subject so often that there is little to add now. We have always thought that a good copyright law was better than the present condition of affairs, where the dealer is not sure exactly where he stands as to his rights in selling books. But, supposing, some dealers may say, prices of these Canadian editions are put up, how will that be to our advantage? The chances are that whether the copyright law passes or not prices on copyright paper editions will go up. At least, that is the tendency. There is not enough money for the Canadian publisher in the present paper edition even at 75c. This is well known. If they were put up to \$1, and the 50c. books to 75c., the dealer would have the same margin of profit that he has on them

at their present prices. Not so many might be sold of course, but we doubt that. There is a distinct demand for new copyright books. In nearly every case they fetch 6s. in England and \$1.50 in the United States. The issue, therefore, in Canada of paper editions of them at 50 and 75c. is an exceptional thing, and could not be expected to last long. We have no doubt that Canadian publishers, once they get the market to themselves on certain books, will push them far more vigorously than it was worth while to do in the past. If any dealer desires to suggest an amendment to the Bill he ought to communicate promptly with the Minister of Agriculture.

* * *

The Library Association.

The American Library Association, whose membership includes the librarians of Canada, began its 24th annual meeting in Montreal on Wednesday evening, June 6, and the meeting is in progress as we go to press. The valuable and practical paper, which we print elsewhere in this issue, and which was read to the association by Mr. James Bain, jr., of the Toronto Public Library, will show the extent and resources of our Canadian libraries, in a way not previously shown. In all the larger centres the bookselling trade are accustomed to say

that they regard the presence of a library not in the light of a competitor, but as an incitement to reading, and, therefore, a help to them. The libraries, therefore, are not rivals of the trade. But, even if they were, their existence and increase must perforce be recognized, and, as they buy a good many books, they are, from that standpoint, of considerable interest to the regular trade. The Montreal meeting has been especially successful in the exhibits of books and appliances which have been got together. Some Canadian publishers have given specimens of Canadian book-making, which has now reached such a high level of excellence.

* * *

Summer Reading.

The trade must now be ready for the Summer trade in books. The local dealer should not let any of his well-known customers depart from town for the holidays without reminding them that he has a line of books for Summer reading, that they may take with them. There are a number of books to retail at 10c. or 15c. in the market and the dealer cannot afford to be without these. A contemporary quotes the head of one of the big New York department stores to show how these stores make a success of the book business during the Summer months. He says: "Books have their season. With Spring bonnets comes the invasion of the paper novel, so close to the heart of the damsel who lolls in the hammock and basks in the sunshine on

Summer days. Let your stock of bound books (barring the new copyrights) run down as low as possible during the Summer months, and give the bulk of your attention to these paper goods. They are trade winners and money-makers. I have seen 3,000 of them sold in a single morning. It is necessary to carry four lines at as many different prices, from the 5c. to the 50c. ones. Many of the copyrighted books are now published in paper at 25 and 50 cents, and these it is necessary to have if your assortment is to be complete. Limited editions of some of the best books are now published in this form and sell well."

THE NEW COPYRIGHT BILL.

Text of the measure now before Parliament at Ottawa.

THE question of copyright is now before the House of Commons at Ottawa. The bill is in the hands of the Hon. Sydney Fisher, Minister of Agriculture, in whose Department the subject is. We give below the text of the measure as introduced. Up to date (June 6), no verbal amendment has been suggested. Any of our readers who have suggestions to make, or questions to ask, might write to Hon. Mr. Fisher, who is the proper authority to deal with the matter. It will be observed that, by Clause 2 of the bill, the Minister has power to terminate the copyright in case the Canadian edition is not satisfactory.

THE BILL.

1. If a book as to which there is subsisting copyright under The Copyright Act has been first lawfully published in any part of Her Majesty's dominions other than Canada, and if it is proved to the satisfaction of the Minister of Agriculture that the owner of the copyright so subsisting and of the copyright acquired by such publication has lawfully granted a license to reproduce in Canada, from movable or other types, or from stereotype plate, or from electro-plates, or from lithograph stones, or by any process for fac-simile reproduction, an edition or editions of such book designed for sale only in Canada, the Minister may, notwithstanding anything in The Copyright Act, by order under his hand, prohibit the importation, except with the written consent of the licensee, into Canada of any copies of such book printed elsewhere, provided that two such copies may be specially imported for the bona fide use of any public free library, or any university or college library, or for the library of any duly incorporated institution or society for the use of the members of such institution or society.

2. The Minister of Agriculture may at any time in like manner, by order under his hand, suspend or revoke such prohibition upon importation if it is proved to his satisfaction that:

(a) The license to reproduce in Canada has terminated or expired; or

(b) The reasonable demand for the book in Canada is not sufficiently met without importation; or

(c) The book is not, having regard to the demand therefor in Canada, being suitably printed or published; or

(d) Any other state of things exists on account of which it is not in the public interest to further prohibit importation.

3. At any time after the importation of a book has been prohibited under section 1 of

this Act, any person resident or being in Canada may apply, either directly or through a bookseller or other agent, to the person so licensed to reproduce such book for a copy of any edition of such book then on sale and reasonably obtainable in the United Kingdom or some other part of Her Majesty's dominions, and it shall then be the duty of the person so licensed, so soon as reasonably may be, to import and sell such copy to the person so applying therefor at the ordinary selling price of such copy in the United Kingdom or such other part of Her Majesty's dominions, with the duty and reasonable forwarding charges added; and the failure or neglect, without lawful excuse, of the person so licensed to supply such copy within a reasonable time shall be a reason for which the Minister may, if he sees fit, suspend or revoke the prohibition upon importation.

4. The Minister shall forthwith inform the Department of Customs of any order made by him under this Act.

5. All books imported in contravention of this Act may be seized by any officer of Customs, and shall be forfeited to the Crown and destroyed; and any person importing, or causing or permitting the importation, of any book in contravention of this Act shall, for each offence, be liable, upon summary conviction, to a penalty not exceeding \$100.

A BOOK ABOUT PARIS.

Laird & Lee, of Chicago, are first in the field with an exquisite collection of half-tone engravings, 192 in number, giving one delightful glimpses of Paris and the Exposition of 1900. The ground is very thoroughly covered, and for whoever has been prevented from visiting this year the magic city, this dainty album will prove almost equal to a trip to the gay capital. The letterpress is by Max Maury. These notices amount to a real cyclopædia concerning the monuments, public buildings, parks, etc., of Paris, while all the palaces and scenes of the Big Fair are duly labeled and described by pen as well as pictures. No such collection has been placed before the American public, and we feel sure that it will meet with enthusiastic and universal approval. Laird & Lee: cloth back and covers, 75c.; paper, 50c.

PERSONAL.

Mr. George N. Morang, the publisher, has gone to England on business.

Messrs. Wm. Campbell and J. Castell Hopkins have joined the staff of George N. Morang & Co.

Mr. Thomas B. Jackson, representing Messrs. Ward, Lock & Co., Limited, publishers, Warwick House, Salisbury Square, London, Eng., has been visiting the Canadian trade.

Mr. James Bain, jr., chief librarian of the Toronto Public Library, was asked by the Library Association of the United Kingdom to represent that body at the Montreal meeting, and present fraternal greetings.

Mr. J. H. Woods, of the Publishers' Syndicate, Toronto, was married on June 7 to Miss E. C. Eby, daughter of Mr. J. F. Eby, Toronto. The happy pair left on a trip down the St. Lawrence.

NEWS OF THE TRADE.

JACQUES & CO., stationers, fancy goods dealers, etc., Toronto, have sold out to Ira J. Ribble.

Walter Hall has opened as bookseller and stationer in Sydney, N.S.

W. E. Skillen, printer and stationer, St. Martin's, N.B., has been burned out; insured.

Clara St. Laurent has registered as sole proprietress of E. L. Desilets & Co., stationers, etc., Nicolet, Que.

The assets of The Sabiston Lithographing and Publishing Co., Montreal, have been advertised for sale by tender.

An accident in Mr. Stratton's store in Peterboro' caused a damaged pane of plate glass to collapse suddenly, and a showcase and its contents were somewhat badly damaged.

J. H. Butler has purchased a stock of books, stationery, fancy goods, etc., and has opened in the Music Hall block, Oshawa, two doors west of post office.

N. B. Scott, bookseller and stationer, Portage la Prairie, Man., has sold out to Robertson & Bagshaw, the latter to be manager. Mr. Scott will travel for The Consolidated Co., Winnipeg.

On petition an order has been granted to wind up the Wm. Drysdale Co., booksellers and stationers, Montreal. A meeting of the creditors and shareholders will be held on June 18. Mr. A. A. Murphy will carry on the business in the meanwhile.

The yearly business of The Methodist Book and Publishing Co., Toronto, shows an increase in the net profit. The publishing committee of the Church has protested against the postage rate on newspapers.

The Earle Co., Limited, is the name of the newly-incorporated concern which is taking over the business of The Earle Publishing and Mercantile Co., Limited. The place of business is to be at Bayswater, N.B., and the capital stock is \$250,000. The following are the directors of the company: W. E. Earle, L. Dunn, S. D. Bustin, W. S. Morrison, and H. J. Dick.

The Canada Envelope Co. has been incorporated by Quebec letters patent with capital stock of \$25,000. The parties incorporated are Arthur Wilcocks, of Richmond; Lawrence Wilcocks, broker, of Montreal; George Cornish Wilcocks, manufacturer, of Montreal; Robert William Elliott, stationer, of Montreal, and Frederick William Evans, insurance manager, of Montreal.

BOOKS AND PERIODICALS.

MORANG & CO.'S NEW BOOKS.

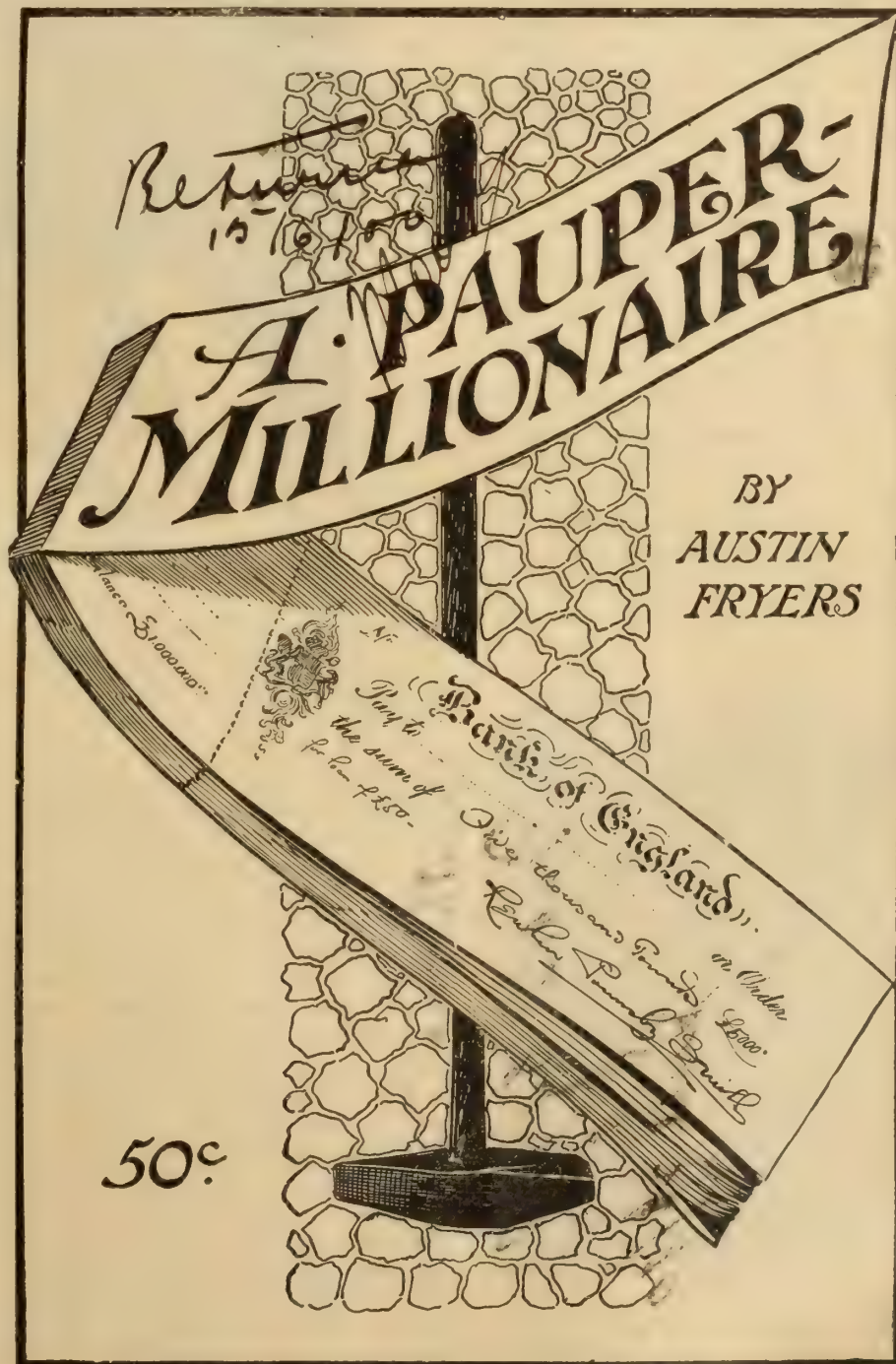
In the bookselling trade, as in every other, there is always a new stratum to be developed.

The progressive bookseller may be compared to a gold miner who does not leave a claim till he has thoroughly explored it and made the best of the opportunity it offers. He drives his tunnels deep and wide and is generally rewarded, if his original prospecting has been reasonably shrewd, by finding a continuous development of the yellow metal. In like manner, the enterprising bookseller is not content to leave hold of a book because a certain class has absorbed its quantum of it. There are always new avenues that may be "worked." Especially has this been the case with Mary Johnston's novel "To Have and To Hold." There are some novels, of course, that appeal to limited circles of readers. Only the intellectual read George Meredith, and even Thackeray demands a somewhat mature intelligence for the enjoyment of him. But now and then a novel appears which takes all classes of readers by storm, and, like the incoming of the tide, fills up every little pool of the bookseller. It would, perhaps, be straining the simile too far to suggest that there are booksellers who would almost put up barriers against the tide, but there are others knowing enough to do the very reverse, and to make open converts for the flow of popularity. It is an undoubted fact that "To Have and To Hold" has been read by professors and pupils, by the fashionable and the take-life-easy people; by women, of course, and by men nearly as freely. "David Harum" had a great popularity, for one thing because it was a man's book. The record of "To Have and To Hold" should certainly be better, because it is not only a thoroughly good man's book, but also a woman's. The wonder with most people is how a woman could write it. How a retired, out-of-the-world person like Miss Johnston acquired such a supreme knowledge of various sides of human nature. Nothing succeeds like success, says the truism, and this is eminently so in the case of this novel. Miss Johnston's first book, "Prisoners of Hope," paved the way for "To Have and To Hold" being taken up by the proprietor of The Atlantic Monthly, and so deftly is the story constructed that it adapted itself better than any in our memory to the purposes of serial production, so that the casual reader, picking up an occasional number of the magazine, was at once attracted, and read

the particular section at command with all the interest usually awakened by a very good short story of the better class. This gave the book an immense impulse when it appeared entire, and it has now reached a position that makes it safe stock for the present year at least. It is, therefore, a good book for the bookseller to make some of those "new strata" experiments before alluded to. The attractive cover which

Morang & Co. put on the Canadian paper edition, and the good style in which they issue the cloth edition, have no doubt been factors in the success attained.

The Hon. David Mills' "The English in Africa" has been received with a chorus of praise by the Canadian newspapers of both sides of politics, the Conservative organs vying with the Liberal in the generous appreciation they have given to its high qualities. The fact that it gives a birdseye view of the entire question of British colonization in Africa somewhat accounts for this unanimity. However well the newspaperman may be trained to strictly one-sided writing, no doubt one of



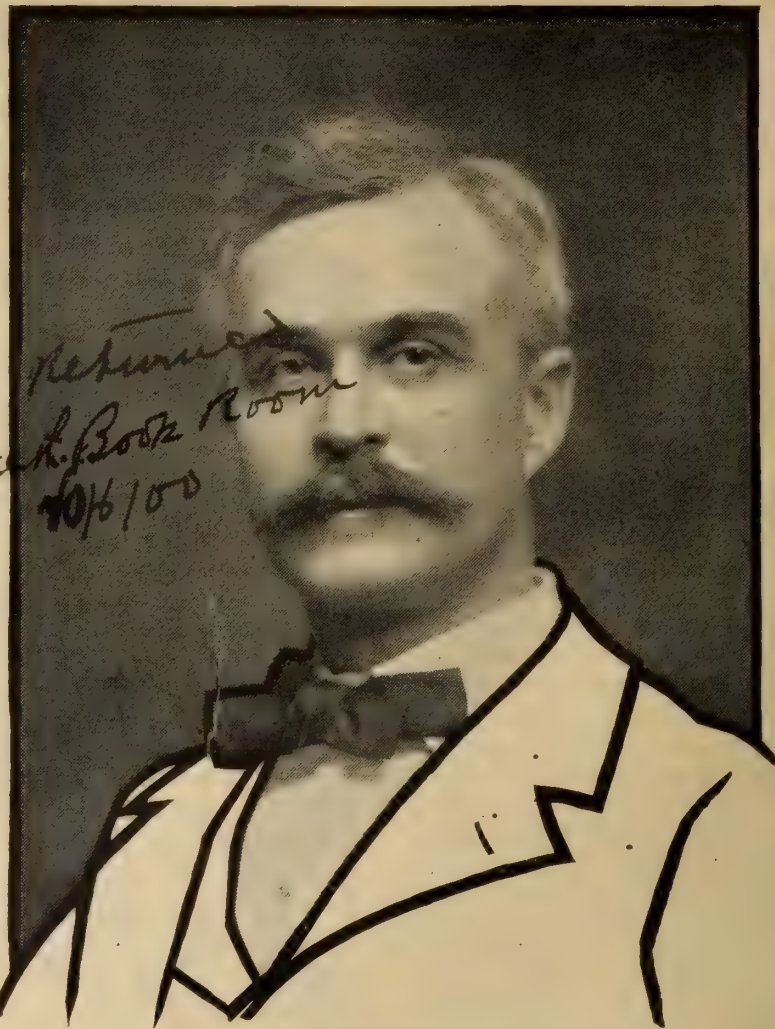
New Canadian Cover Design, by a Canadian Artist—Done in Two Colors.

BOOKS AND PERIODICALS—Continued.

his essential attributes is to know what sort of shot the other side has in its locker. He consequently hails with gladness a book so judiciously imparted as that of Mr. Mills, while the admirable contents-table and index enable him to get at once to any particular phase of the African question he may wish to be informed upon. The book has been exceedingly well received by the trade and will be an exceedingly good seller at its modest price of \$1.50 for the whole of the year.

The announcement of Lieut.-Col. Denison's reminiscences of soldiering in Canada during 40 years has been received with considerable interest throughout the country, which shows that the gallant colonel has friends all over the Dominion. A perusal of some of the advance sheets of the volume enables us to say that this autobiographical work will be read with deep attention, and no doubt create a large amount of discussion, for, in straightforward and nervous English the author talks very freely of the conditions under which military activity in Canada is carried on. The very hearty welcome which Lieut.-Col. Denison recently received in England, when Lord Salisbury singled him out for such words of friendly appreciation as he rarely bestows on any living man, will no doubt add to the popularity of the work when it makes its appearance.

As was to be expected, Miss Ellen Thorneycroft Fowler's latest work, "The Farringdons," which is also her best, has made a good start in attaining public favor in Canada, where the Methodist Church has

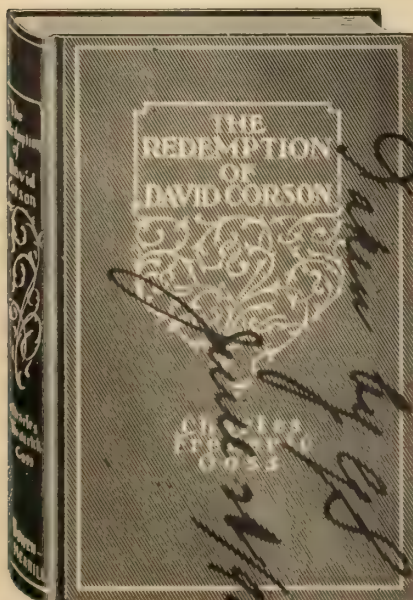


CHARLES FREDERIC GOSS.
Author of "The Redemption of David Corson."

admire Miss Fowler, and her present work has enough of the marks of greatness about it to justify its cordial reception. Here and there the critic has been found who is unable to see why it is that the book is having such a large sale. It has been said that Miss Fowler is not so "deep" as Mrs. Humphrey Ward, and lacks the knowledge of human nature possessed by George Eliot. The fact, no doubt, is that she has a medium of expression and a style entirely her own and there is no need to compare her with other writing people. We are tired of the readiness with which a certain school of writers find parallels and comparisons among the crowd of authors, and the jealousy with which any new departure of originality is received. Of course, Miss Fowler is a Methodist and a very decided person. She is not a milk-and-watery imitation of anybody. She is humorous. She knows the world of society and she has devoted years of sympathetic study to certain types of middle-class life in England. It may be predicted that the Canadian editions of her book will run with very large numbers.

Another story book which Morang & Co. have on their list is Tolstoy's "Resurrection." It was at first thought that this great work would have but a moderate sale in Canada. But already two large editions have been exhausted and a third has had to be prepared. This is one of the books that have more than a temporary vogue, as is evidenced by its history since the first publication in the United States. Dodd, Mead & Co., who control the American publication, were somewhat conservative in their estimate of its probabilities on its first appearance. But recent developments have led to a complete change of view, and they are now preparing for a very large Fall sale. The fact that the author's royalties on this work are to be devoted to the assistance of the Doukhobors who have emigrated to Canada no doubt adds some interest to the Canadian issue.

Morang & Co. are exhibiting a fine collection of their books at the Montreal meeting of the American Library Association June 6 to 12, where they also show the splendid series of original paintings for the illustrations of Louis Frechette's "Christmas



so much influence and so many adherents. There is not a city, a small town nor a village that has not its circle of those who

Methodist Book Room

in French Canada." Of this popular work, by the way, they have a second large edition in the press, and they will also produce a French edition in the Fall, which, no doubt, will be welcomed by French scholars throughout Canada, where an appreciation of the better class of French literature seems to be on the up-grade. The bringing out of a French edition of a book in Toronto is decidedly enterprising, and it should receive the encouragement it deserves.

THE GAGE CO.'S NEW BOOKS. Messrs. Gage are issuing two books of unusual interest,

"Deacon Bradbury," and "A Gentleman in Khaki." The title of the former indicates the character of the book that bears it. It is a profound study of a man of iron will and inflexible integrity, living in a village where religion is a vital factor in the life of the community. The story is told with simplicity, earnestness, and force, yet the photographic picture it presents of New England village life of to-day is relieved by humorous interludes that throw its salient features into high relief. The thousands who have enjoyed that clever character sketch "David Harum" will welcome this book, when such a prominent paper as The Boston Budget, says: "The book has touches of the 'David Harum' manner, but is really far better constructed and much more thoroughly developed."

Although just published it has already passed through three editions in the United States. As the Canadian edition is published in a most attractive binding, at a much lower price, we predict a phenomenal sale for the book.

"A Gentleman in Khaki" will prove of special interest to the progressive bookseller who understands the enormous demand for books on the South-African War, in which our Canadian volunteers figure so prominently. He can sell this attractive book at the remarkably low price of 30c. It is an intensely interesting story, combining those ever-popular features, stirring adventure and romance so blended that, while the reader gets a vivid description of the present campaign, the story loses none of its charm. The author describes both the British and Boer camps and their famous leaders. He contrasts the characters of the two peoples, and throws light on many curious phases of Boer life. Published in an attractive paper edition with a striking two-color design, it will, no doubt, have an enormous sale among Canadian readers who take such a keen interest in the war.

Two books in their third edition which have earned deserving popularity are: "The Lunatic at Large" and "Houses of

Canadian Copyright Edition

THE FARRINGTONS

Ellen Thorneycroft Fowler's
GREATEST BOOK.

Cloth, \$1.50. - - Paper, 75c.

"It strikes a deeper note than either of its predecessors from her pen."---The Bookbuyer.

"This is the best of Miss Fowler's books. She has terrible eyes, and can see the comic side of everything."---The Bookman.

GEORGE N. MORANG & CO., Limited
90 Wellington Street West, Toronto.

Glass." Of the former The Globe says: "It is laid on lines of the purest comedy, and is the most mirth provoking that has appeared in many a day. Writing columns, however, would not do as much justice to the book as listening to the laughter of one reading it." Although this is high praise, its popularity has amply justified it—over 1,000 copies being sold in Montreal in one week.

"Houses of Glass" by Dr. Jas. Algie, a Canadian author, is a philosophical romance. It has won unstinted praise from both the Canadian and American press, a few of which we quote:

"It is a character study of profound interest."—Albany Times-Union.

"'Houses of Glass' will be read through by all who take hold of the book."—Toronto Mail and Empire.

"A remarkably vivid and powerful picture of American village life."—The Herald.

Both books are issued in very attractive editions at the popular price of 50c. and should be found on every bookseller's counter.

The Toronto Globe says: "'A Pauper Millionaire' is a capital story, which once begun will be finished at a sitting." Know-

BOOKS AND PERIODICALS—Continued.

ing the popularity of this clever and amusing book, the publishers have issued a handsome edition in a striking cover specially designed for the book. As will be seen by the accompanying cut, the artist illustrates the story very effectively. The irony of situation is strikingly enforced. A millionaire stranded in London, without money or identification papers, is forced by the extremity of his position to the last resort, the poorhouse, where he breaks stones for his living.

The interest is sustained throughout, and issued in this attractive edition, with a cover design in two colors, it will doubtless prove a leader for Summer reading.

A NEW CORELLI BOOK.

In announcing a new novel by this popular author, the publishers have pleasure in ad-

is not a creature of the imagination who overcomes all difficulties, but is, indeed, most natural, and, therefore, interesting, from his babyhood days, when, amazed at his drunken father staggering and swearing, he lisped "Poo Sing," to his death on the field of Colenso. The reader will follow with absorbing interest the life, not alone of the Boy, but also of his friends who tried to rescue him from the debasing home influence of a drunken father and sloven mother.

W. J. Gage & Co. will publish "Boy" this month, and, as it is a handsome volume of 352 pages, it will, doubtless, have a ready sale among the author's many admirers.

THE COPP, CLARK CO.'S NEW BOOKS. "London to Ladysmith via Pretoria," by Lieut. Winston L. Spencer Churchill, published by The Copp, Clark Co., Limited, is having big sales.

The book promises to be a most interesting one. Paper, 75c.; cloth, \$1.50.

Mrs. C. N. Williamson, author of "The Barn Stormers," has just written a thrilling romance of the present South-African War. The title, "Ordered South," is a taking one, and may have been suggested by that line in "The Absent-Minded Beggar," "A gentleman in khaki ordered south." Lady Kathryn Catling is the most conspicuous character in the book. A recent critic has compared her to Lady Macbeth, and she is certainly a fiend in woman's dress, her plots and diabolical schemes keeping the reader at a high pitch of excitement throughout. There are other people in the book, however, who are very charming, and seem all the more so by contrast.

The Copp, Clark Co., Limited, are also the publishers of several recent books, which are admirably adapted for Summer reading. For example, there is the humorous work of Jerome K. Jerome, "Three Men on Wheels," which is full of mirth-provoking scenes likely to prove entertaining in these bicycling days.

"The Master of Craft," by Mr. Jacobs, is another work which is decidedly amusing, and is emphatically a Summer book in this sense. The latest book by Stanley Weyman, "Sophia," is one of the best historical romances which have come from the press in recent years, and there can be very little doubt but that it will please all the admirers of Mr. Weyman, who were delighted with his previous series. In the same category of Summer novels should be mentioned "Feo," which is already selling splendidly, and will certainly do well all Summer. It is a love story with a large element of dramatic interest running through it, and cannot fail to go well in the paper edition.

Mention should also be made of "The Garden of Eden," by Blanche Willis Howard, which is one of the most charming American books which have recently been published, and which is well calculated to please Canadian readers.

THE PUBLISHERS' SYNDICATE'S NEW BOOKS.

It is seldom that a Canadian novel of a distinctive Canadian type meets with any actual success on the open market of its own country. The demand for a national literature is too frequently limited by a marked hesitancy on the part of the public to buy, or the dealer to advertise, any book that deals with scenes and characters side by side with the realities of everyday life. The recent story by Mr. A. R. Carman, of Montreal, "The Preparation of Ryerson Embury" has, however, surmounted the obstacles that oppose a "home tale" and has met in Canada, as well as in England, with instant



From "The Biography of a Grizzly."

Copyright, 1900, by The Century Co.

WAH! YELLED AND JERKED BACK.

vising the trade that this new long story is the most important volume by Marie Corelli published for some years, and the first issued since the author's serious illness.

It is entitled "Boy," and the author dedicates it to her dearest friend, Bertha Vyver.

This versatile author is so well and favorably known that the announcement of her new book is of special interest to the trade. As the title indicates, the book is a departure from the lines of her previous works. She has studied "Boy's" career from babyhood to manhood, and, in describing the results of his environment, discusses the problem of present-day civilization—responsibility of parents to their children. "Boy"

James Lane Allen, author of "The Choir Invisible," is soon to bring out another book, "The Reign of Law." Those who have been charmed with Mr. Allen's genius for Southern stories, will be delighted to hear that his new book tells a tale of Kentucky, and at the close of the Civil War. (Paper, 75c.; cloth, \$1.25. The Copp, Clark Co., Limited.)

From the same publishing house comes "Princess Xenia," by H. B. Marriott-Watson, being the story of an imaginary German State, in which an Englishman of immense wealth endeavors to play the part of Providence. His interference with State affairs makes an exciting plot, which thickens until a grand climax is reached.

NEW BOOKS ON NATURE

-- ISSUED BY --

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NEW EDITION WITH COLORED PLATES.

"HOW TO KNOW THE WILD FLOWERS."

BY MRS. WILLIAM STARR DANA.

This edition has been enlarged, revised, and entirely reset; the illustrations have been remade, and it has in addition 48 full-page colored plates from drawings by Miss Elsie Louise Shaw, made especially for this edition, and 110 full-page illustrations by Marion Slatterlee. A charming and instructive work.

The Nation says: "The book is well fitted to the needs of many who have no botanical knowledge and yet are interested in wild flowers."

The New York Times says: "Here are new colors and new beauties held up to those who see well already, with new eyes for those who cannot see at all."

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"BIRD HOMES."

By A. Radclyffe Dugmore. Beautifully illustrated by color-plates. Cloth, \$2.00 net.

"OUR NATIVE TREES."

By Harriet L. Keeler. 180 full-page plates and 170 drawings. Cloth, \$2.00 net.

Send for our Spring Catalogue of new publications. Liberal discounts to the trade.

THE PUBLISHERS' SYNDICATE, Limited
51 YONGE ST., TORONTO.

and gratifying success. The Publishers' Syndicate, of Toronto, has disposed of two complete editions in a very short while, and the third is already more than half sold out. The story well merits its popularity, which is apparently not yet nearly exhausted.

"Arden Massiter," the Italian story by Dr. Barry, author of "The New Antigone" is another novel that has recently sprung into prominence. Dr. Barry certainly has created a vivid and powerful plot, while his descriptive passages and his delineation of character are of very high quality. "Arden Massiter" is a story that is far too good to miss.

William Alden White did a great thing when he wrote "The Court of Boy-ville," which is published by The Publishers' Syndicate, of Toronto. It is, without doubt, one of the most delightful boys' stories ever written, and reaches the heart by its simplicity and truth. It is full of memories to the man who has long left boyhood amid the shadows of the past.

Mr. George Iles, who wrote "Flame, Electricity and the Camera," has become almost famous by his work. It has become intensely popular in the United States, while in Canada the critics have given it unstinted praise. It is a book for the amateur, not the scientist, though even to the latter it is

of much value, for its statements are careful and accurate, and based on the most modern scientific data. It is published in Canada by The Publishers' Syndicate, Toronto.

Messrs. T. & T. Clark, Edinburgh, have issued through their Canadian agents, The Publishers' Syndicate, Toronto, the first three volumes of their important series of "World's Epoch-Makers." The subjects dealt with are: "Cranmer," "Wesley," and "Luther," and the works so far issued are a sufficient indication of the great value which will attach to the series as a whole.

The Publishers' Syndicate, Toronto, has issued three new books on Nature, which have a special appropriateness at this time of the year, and which are advertised in this issue. One is a fine new edition, with colored plates, of Mrs. Wm. Starr Dana's "How to Know the Wild Flowers"; another is "Bird Homes," by A. Radclyffe Dugmore, and the third is Harriet L. Keeler's delightful work on "Our Native Trees." No three more charming and timely books than these have ever been issued to the Canadian trade.

A. T. Chapman, 2407 St. BAEDER'S GUIDE BOOKS. Catherine street, Montreal, has been appointed exclusive Canadian agent for Baedeker's Guide

Books. Mr. Chapman, in a circular to the trade, says: "Our stock is now complete with the latest editions. Canada, 1900 edition, is certainly the most complete, accurate and up-to-date guide to Canada ever published, and will sell equally well to tourists as a guide book and to Canadians as a handy book of reference. You would do well to order a good supply now so as to be ready for the tourist trade. Discount, 25 per cent. off list prices, net 30 days."

The Canadian edition of "A WFL BRIGGS' Kent Squire," both in the NEW BOOKS. paper and cloth, is a very attractive book, and is taking well with the trade. It is undoubtedly one of the strong books of the year, remarkable even in the number of specially strong historical stories that have recently been placed on the market.

In "Philip Winwood," Robert Neilson Stephens shows a distinct advance on his previous work. "This new story has its scene in the times of the Revolutionary War. The hero and heroine, although married, take opposite sides in the great conflict, and, separated, partly by events and partly by their own will, pass through a series of stirring adventures to perfect happiness. The brave, impetuous heroine,

BOOKS AND PERIODICALS—Continued.

the rascally brother and timid sister, the British scoundrel who loves her, are subordinated to Philip, who is described as the American Bayard. Among them the various characters discuss the Whig and Tory arguments very freely, presenting both strongly, and it is only justice to say that no author who has attempted the work has treated the two parties with greater impartiality."

The Canadian edition of Joseph Hocking's new story, "The Purple Robe," is announced as ready. The Birmingham Gazette, in reviewing the book, says: "It is a grand book, brilliantly clever, absorbingly interesting, and absolutely convincing. Mr. Hocking has written many powerful novels, but 'The Purple Robe' exceeds them all."

Mr. A. W. Marchmont's latest novel, "Madeline Power," will add to that writer's reputation. Mr. Marchmont is particularly happy in his delineation of character. This story is one that will hold the attention of the reader from the first to the last. It should be one of the popular Summer novels of the year.

"Enoch Willoughby," by J. A. Wickersham, is another claimant for popular favor. It is a story with an historical background. The human element pervades it with great intensity. The characters are well drawn, and it is full of interesting and exciting incident.

It is some time since Miss Corelli, who, in point of popularity, belongs in the front rank of living writers, has written a long novel. It is, therefore, safe to say that her new story "The Master-Christian," will have an extraordinary sale. This is said to be a serious novel in her earlier manner, and it is predicted by those who are in the author's confidence, that it will be as absorbing and as popular as anything which she has ever written.

Anthony Hope's new story, "Quisante," is not to be published as a serial. The author prefers that it should find its first publication in book form. It will be placed on the market during the coming Autumn. It is said to display the versatility and strength of the author in a decidedly new light.

In "The Isle of Unrest" Mr. H. S. Merriman returns to the more virile strength of "The Sowers," and has given us a thrilling story of life in Corsica and Southern France. It is a particularly picturesque tale of adventure, and is bound to be one of the popular books of the year.

The publisher reports large advance orders for Dr. Bryce's work, "The Remarkable History of The Hudson's Bay Company." The book will be ready early this month. It is a large, handsome volume, demy 8vo,

with 32 full-page illustrations and maps. The cover design is very handsome and appropriate, the British flag in colors, surmounted by the company's arms.

Mr. Fitzpatrick's "The Transvaal From Within" has had, perhaps, the most remarkable sale of any book in recent times. No less than 530,000 copies have been sold. This would be a phenomenal sale for a popular novel, and, when it comes to a book of sober history, it shows that the book is one of exceptional merit and strength. The Canadian publisher has added to his last edition an important preface chapter by the author dealing with the immediate causes which led up to the present war.

Not a little interest has been created in the collection of the poems of Alexander McLachlan, published last month. With the exception of Lampman's book, which preceded it by about a week, this was the first complete collection of the poems of any Canadian writer. McLachlan may be called the father of Canadian poetry, as he was one of the earliest and truest of our singers. His book must find its way into every Canadian library, public or private, that is intended to be inclusive of the best of Canadian books. The publisher has done his work well, and has turned out a very attractive volume.

AN OPTIMISTIC NOVEL.
"The Redemption of David Corson," by Charles Frederick Goss, has met with a remarkable reception in the United States. Six editions of the book were printed within two months. The Canadian edition is now ready, and the publisher, William Briggs, reports heavy advance orders from the trade. No book of recent issue has had more flattering notices than this. Rev. Newell Dwight Hillis, of Brooklyn, when he read it, telegraphed his appreciation to Mr. Goss in these words: "Have just finished 'David Corson' with wet eyes and weeping heart. My warmest congratulations." In a further review he writes:

"The historical novels, like 'To Have and To Hold' and 'Richard Carvel,' have their limitations, clear and sharp, and are easily placed. But it is not easy to classify such a story as 'The Redemption of David Corson.' Perhaps we shall understand the scope, the strength, and charm of this book the better if we contrast it with 'David Grieve,' or 'Tess of D'Urbevilles,' or the 'Damnation of Theron Ware.'

"Mrs. Humphrey Ward portrays David Grieve as the child of artless beauty, clothed with fascination. Like David, that other shepherd boy, he marches forward with his flute, singing as he leads his flocks. Then, like David of old, he leaves the sheep cote

and enters that stage named the city. But passion and sin come in to mar his life. Soon, like the singers in Haydn's Symphony, one by one the joys go out, until the last singer drops his harp, the stage is empty, and darkness and desolation reign supreme. 'Tess of Urbevilles' represents life as a comedy, with which Zeus & Co. amuse themselves. Tess, the child of a great family, represents an apple tree that, strangely enough, is found growing in a forest of tangled thorns and briars. Thomas Hardy breaks off one bough of apple blossoms, thrusts it into an oven, and, when the bough is baked and parched, exhibits the result. Therefore, we expect the last word of the book to be the picture of Tess hanging on the scaffold, 'the president of the Immortals having brought to an end his sport with Tess.' Frederick Harold's 'Theron Ware' is a youth carrying a flaming torch, representing the noblest ideals of life and service. But the torch is unfed, uncared for, and burns lower, until it seems like a feeble taper, and at length the flame flickers, trembles a moment, then dies out in the socket forever.

"Now, our age has grown weary of these studies in pessimism and degeneration. Our people want to see the clusters on the tree of life, but our generation wants a David Corson, with the clusters ripening, instead of a Jude the Obscure, with the clusters rotting upon life's bough. At the psychological moment comes 'The Redemption of David Corson.' It strikes a strong, healthy, buoyant note. If there are stormy elements in the scene, there is also a bow of promise in the black cloud. If there is the life-long story of human frailty and trouble, there is also victory over trouble. If this youth and maiden finally eat the fruit of the tree of knowledge of good and evil, and are driven out of the paradise to wander amidst thorns and thickets, they soon revolt from the thorny path, and, leaving the desert, they turn eagerly back towards the lost Eden, and, in the cool of the evening, they find again the old paths that lead to happiness and peace. This Quaker boy enters the scene clothed with the fascination that only the strong possess. He dreams, he sings, he sees visions of the future, he is tempted, he loves, he hesitates, he sins, he falls, he wakes with a shock of horror, he climbs slowly upward upon the rounds down which he descended, he conquers our admiration and our love."

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TORONTO.

THE LIBRARIES OF CANADA.

Valuable Paper by Mr. James Bain, Jr., at the Montreal Meeting.

At the meeting of the American Library Association, Mr. James Bain, jr., chief librarian of the Toronto Public Library, read the following interesting and valuable paper on Canadian libraries :

At the meeting of the association held at the Thousand Islands in 1887, I had the honor of reading a paper on past history and present condition of the libraries of Canada. My task, on this occasion, will be to continue that paper, to report upon the progress made since that period and upon the present condition of the libraries throughout the Dominion. I trust that I will not be held presumptuous in pointing out to our American friends that, like the United States, Canada is a federation of self-governing Provinces, to each of whom has been assigned by the central Government certain specified subjects for local administration. Among these is that of education, which, of course, is inclusive of libraries. These Provinces extending from the Atlantic to the Pacific have been settled or partially settled, in different ways and at more or less recent periods. That in which we this year meet, will soon celebrate its 400th anniversary and still preserves the language and customs which it brought from the land of the Fleur de Lis. It will be necessary, therefore, to take each in detail and I propose to commence with the extreme east and pass them in review to the far west.

NOVA SCOTIA.

Nova Scotia is the oldest of the English speaking, and is largely a maritime Province. The population is scattered along the coast and there are to be found few large towns. Halifax, its capital, engrosses most of the libraries. The first and largest of these is the Legislative Library, with which has been united that of the Nova Scotia Historical Society, and numbers in books and pamphlets 32,500. It is specially rich in its early official MS. journals, records and papers relating to the difficulties with the Acadians and the troubles to which the early settlers were exposed. Of these a catalogue was prepared in 1886. Dalhousie University, the largest in the Maritime Provinces, has in its Arts library 11,760, and in the Law 8,000 volumes. The Nova Scotian Institute of Science, which regularly publishes its valuable transactions, has a collection of books, principally on science, amounting to 3,700. Halifax is fortunate in possessing a public library, which is called the Citizens' Free Library,

and which, under the energetic management of Miss Warren, is doing excellent work. It now contains 22,300 volumes, and has recently issued a subject catalogue worthy of the city. There is also a circulating library, which is not free, containing 15,000 volumes, and which is known as the Garrison Library. In Antigonish, the college of St. Francis Xavier has 2,500 volumes, mainly theological, and in Windsor, the venerable King's University, with its numerous gifts from England, has a library, which, though not large in number, contains many treasures. The author-subject catalogue, prepared by Mr. Piers in 1893, catalogues 7,500 volumes. In Wolfville, in the Evangeline country, Acadia College has 8,500. Nova Scotia has thus nine libraries with a total of 90,020 volumes.

P. E. ISLAND.

The little island of Prince Edward, lying in the Gulf of St. Lawrence, has only one town of any size—Charlottetown. It contains two libraries, that of the Legislature, which has 4,800 books and pamphlets, and that belonging to the Bar, consisting of 2,700 law books; making a total of 7,500 volumes.

NEW BRUNSWICK.

To the west of Nova Scotia lies the Province of New Brunswick, peopled principally by the descendants of the Loyalists. St. John, the chief commercial city, has an active public library containing 12,000 volumes, which is doing good work under Miss Martin's management. The legal profession have accumulated 3,500 volumes. But the principal libraries of the Province are to be found at the capital, Fredericton, the largest of which is the Legislative, amounting to 15,000 volumes, and the next that of the University of New Brunswick, 8,500. The Barristers' Society has also 3,030. In the town of Sackville, Mount Allison College has now 8,500 volumes. The total for the Province is six libraries, containing 50,530 volumes.

QUEBEC

Passing further west, we have the large Province in which we now meet, Quebec, containing within its borders the wealthy and beautiful commercial capital of the Dominion, Montreal, and the picturesque and historic capital of the Province, Quebec. Of the library of the richly endowed institution under whose auspices we are gathered and the results of the labors of Mr. Gould, it is not necessary for me to speak—"Si

monumentum requiris circumspice." A very complete and perfect list of the libraries of the city has been prepared for me by Mr. Gould, which will give one an idea of the facilities for reading enjoyed by the citizens of Montreal. They number 30, and contain 413,025 volumes.

MONTREAL.

Fraser Institute (free public). Established 1870; opened 1885. Has acquired the mercantile library and that of the Institut Canadien, 35,000 volumes and pamphlets.

Chateau de Ramzay does not lend books and has no catalogues; about 600 volumes and pamphlets.

Montreal Free Library (under Jesuit Church). Established 1899; circulating only. Managed as to English part by a committee of their ladies. Small English section, 8,000 volumes; catalogue of English section only; French section, 12,000 volumes; total, 20,000 volumes.

Westmount Free Public Library. Opened 1889. Supported by town of Westmount. Free to all as a reference library, circulating only to citizens of Westmount. Dictionary card catalogue; 2,500 volumes.

Bibliothèque paroissiale de Notre Dame et du cercle Ville Marie. Belongs to Seminary of St. Sulpice. Subscription, 50c. for six months, which entitles to borrow one book at a time on a deposit of 50c.; 16,000 volumes.

Mechanics' Institute. Established 1840. Now reclassifying on Cutter's expansion system. Printed catalogue; 14,162 volumes and pamphlets.

Grand Trunk Literary and Scientific Institute, printed catalogue, 7,150 volumes.

Bibliothèque de l'immaculée (Jesuits paroissiale library), 3,000 volumes.

Bishop's College, Medical, 579 volumes.

Ecole Normale Jacques Cartier, 12,500 volumes and pamphlets.

Laval University (branch of Laval at Quebec), established. Has only law and medical books, law, 8,000 volumes; medical, 4,000 volumes.

McGill University, established 1856, author and subject card catalogue, incomplete, class, E.C., 79,042 volumes.

McGill University Affiliated Colleges.—Presbyterian College MS. catalogue, 16,000 volumes; Congregational College, no catalogue, book class E.C., 3,500 volumes; Montreal Diocesan College (now includes Synod library.) Dictionary card catalogue, class E.C., 4,700 volumes; Wesleyan College, 3,000 volumes.

Montreal College, established 1800, proprietor of the Seminaire de Notre Dame, 45,000 volumes.

St. Mary's College (Jesuits), general library, 20,000 volumes; reference library, 5,000; Students' library, 7,000 volumes.

Seminary of St. Sulpice, with valuable archives, 50,000 volumes.

Seminary St. Sulpice, Library of the Seminary of Philosophy, 20,000 volumes.

Architectural Association of the Province of Quebec (card dictionary, catalogue, class E.C.), 250 volumes.

Art Association, of Montreal, 650 volumes.

Canadian Society of Civil Engineers, no catalogue nor classification; 1,750 volumes.

Natural History Society, incorporated 1827; no catalogue nor classification, about 6,000 volumes.

Provincial Board of Health, printed catalogue, 1,500 volumes.

Y. M. C. Association, founded 1854; printed subject and author catalogue, 3,800 volumes.

Y. M. C. Association, reorganized 1899, dictionary card catalogue, class E.C., 632 volumes.

Advocates' Library, established March 27, 1828, incorporated, 1849, 17,010 volumes.

New York Life Law Library, established 1889, for use of tenants only, 6,500 volumes.

The largest university library in the Dominion is that of Laval at Quebec, unrivaled for its collection of early Canadian material. Vicar General Hamel has charge of its 110,000 volumes. The Legislative Library for the Province, which is in the

Parliament Buildings, Quebec, has about 50,000 volumes; the Department of Public Instruction, 11,000. The Legal Library of the members of the bar, 13,000, and the Literary and Historical Society, 19,000 volumes. In 1890 a free workman's library was opened at St. Rochs, one of the divisions of Quebec, which received a subvention from the city, and now contains 4,000 volumes. In addition to these libraries in the cities of Quebec and Montreal, are to be found a town library in Sherbrooke containing 5,000 volumes, and college libraries in St. Hyacinthe, Sainte Anne de la Pocatiere and Three Rivers, respectively, 25,000, 13,000, 7,000. The Province has, therefore, 40 libraries containing 670,025 volumes.

ONTARIO.

The wealthier and more homogenous Province of Ontario has had for the past 18 years a Free Library Act among its statutes. Under this Act six cities and towns, with 65,367 volumes, had (when I reported in 1887) availed themselves of its permissive powers, which number has now been increased to 120. There were also at that time

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BOOKS AND PERIODICALS—Continued.

125 Mechanics' Institutes, containing 206,146 volumes, scattered throughout the Province. These were supported partly by Government grant and partly by private annual subscriptions, but, in 1895, the Legislature passed an Act converting them into public libraries. Permission was given to any municipal council to appoint a board of management, who were authorized to take over the Mechanics' Institute Library of the town or village, and to carry it on as a free public library, the funds being provided by the Government and the municipality. When the municipality did not take over the library, power of incorporation was given to not less than 10 persons to form a body for the purpose of providing a public library, financial assistance being given by the Government. Thus the policy of the Administration of Ontario has been steadily directed to the municipal ownership of libraries and the putting them on a more permanent basis than can exist under associations of private individuals. As a consequence of this policy, there are now in the Province 406 public libraries, 120 of which are free and 286 partially so, these latter being almost entirely in smaller towns and villages. The largest of these, Toronto, contains 110,000 volumes, and the smallest about 250. Their united incomes for 1899 amounted to \$193,421; their assets were valued at \$935,976. They contained 862,047 volumes, and their issue of books for the year was 2,547,131.

The library which is maintained by the Legislature for its own use has grown rapidly during the last few years under the management of Mr. Avern Pardoe, and now contains 70,000 volumes, and the educational library in the Department of the Minister of Education, which is freely opened to all students, has 19,690.

From the number of higher educational institutions in the Province, we might freely anticipate a proportionate number of libraries. The largest of these, the University of Toronto, numbers 60,000; Queen's University, Kingston, has 36,000, and Ottawa University, 35,000. The total number of books reported from these 18 universities and colleges is 230,300.

The Law Society of Ontario is a corporation composed of the legal profession of the Province, which, among other duties, provides for the training and examination of students at-law, and has its library in Osgoode Hall, Toronto, numbering 29,894 volumes. It also aids in the formation and maintenance of local law libraries in each county town. These number 24, and these libraries contain from a few hundred to 4,000 volumes each. They are estimated to contain a total of 50,000, which gives, as

the number of law books in Ontario libraries, 79,894. There are also 11 scientific and other societies whose collections of books number 25,736.

Summarizing these, we find this Province contains 439 libraries, which are more or less open for public use, and which have on their shelves 1,287,667 volumes.

MANITOBA AND TERRITORIES.

Proceeding west we have the Province of Manitoba on the great prairie land in the centre of the continent. Winnipeg almost entirely engrosses what libraries it has, and the largest of these is the Legislative, which inherited whatever small collection of books were in the Red River before the formation of the Province. It now contains 17,435 volumes, and is rich in papers and documents pertaining to the early days. The Literary and Historical Society have arranged with the city authorities to maintain a free library, and have thrown open for reference their own library which now numbers about 15,000. The University of Manitoba with its affiliated colleges has about 8,000, and the law library of the Law Society 6,000. These four libraries contain 46,435 volumes.

The Northwest Territories, whose chief town is Regina, has a library in connection with its Legislature which contains about 3,500 volumes.

BRITISH COLUMBIA.

Finally, facing the Pacific, we have the Province of British Columbia, which, though limited in population, in library matters is one of the progressive Provinces of the Dominion. Two years ago, finding that many mining camps and isolated agricultural districts were without means of instruction, they organized a series of traveling libraries. During the past year 24 of 100 volumes each were circulating through the Province, and it is believed were productive of much good. The Legislative Library, housed in their beautiful building at Victoria, contains nearly 6,000 volumes, and the law library, in the same place, about 2,000. In addition, Victoria contains a public library with 5,000 volumes. The towns of Westminster and Vancouver have also free public libraries, the former containing 1,500 volumes, and the latter about 1,000. Efforts are being made by the Legislative librarian, Mr. Scholfield, to organize a Provincial association which will do much to extend the library system within their borders. British Columbia has, therefore, five libraries, containing 14,500 volumes, and 2,400 in its traveling libraries.

OTTAWA.

I have not included in my estimate the libraries under the control of the central Government at Ottawa. First among these is the principal library of the Dominion,

the library of Parliament, which now contains by estimate 200,000 volumes. Every one who has seen the beautiful building in which this collection is housed will regret that more space was not provided for accessions, and the problem of how to increase the available space without injury to the architectural effect is one which will soon have to be faced. The library of the geological and natural history survey is attached to the museum and contains 16,000 books and pamphlets. The library of the Supreme Court consists of 19,500 law books. The work of the Archivist of the Dominion, Dr. Douglas Brymner, is so well known that it is barely necessary to call attention to the remarkable collection of documents, original and copied, over which he exercises supervision. The library which is attached contains about 10,000 volumes, principally referring to Canadian history and topography. At the Meteorological Office at Toronto, the collection of books principally on meteorology and magnetism number 5,000 volumes. These five Government libraries contain a total of 250,000 volumes.

It is a matter of regret that the free library system has not yet made greater progress within the Dominion, and that the only Provinces which have adopted it are those of Ontario and British Columbia. The prospects are, however, encouraging. The fact that the cities of Halifax, St. John, Quebec and Winnipeg have established libraries as a part of their municipal organization and that in Montreal, the suburb of Westmount has made a commencement, shows that the necessity for them is being felt and that the next stage of extending them throughout their respective Provinces will follow in due course. In the meanwhile it will be seen from the figures given that the number of volumes within the Dominion has risen from 1,103,000 to 1,319,577, and that special libraries are abundant; the larger cities being fully up to the average of American cities. The large number of universities and colleges throughout the older parts of the Dominion are turning out a body of graduates who must ultimately mould the taste and guide their fellow-citizens into reading habits—and the meeting of the American Library Association in the principal commercial city of the Dominion will form no small factor in this educational work, emphasizing as it does the influence and extent of the work on this continent and the professional requirements of those to whom it is committed.

SUMMARY.

	Libraries.	Volumes.
Nova Scotia	9	97,020
Prince Edward Island	2	7,500
New Brunswick	6	50,530
Quebec	40	670,025
Ontario	439	1,287,667
Manitoba	4	46,435
Northwest Territories	1	3,500
British Columbia	5	16,900
General Government	5	250,000

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On the back of the above books is the song "Red, White and Blue."
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With pictures of Canadian Officers.
- Under the Old Flag.
Union Jack design, with photographs of Canadian Officers.
- Our Heroes.
Union Jack design, with groups of Canadian soldiers. Copyright song on back of the above three lines, "Johnny Canuck's the Lad," and also copyright song "Soldiers of Canada."

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FANCY GOODS AND STATIONERY.

PRESENT TRADE.

Travelers for the wholesale houses are starting out again to visit dealers with samples, among other things, of the new scribblers and exercise books. The chief features of the Canadian books in this line this season run to patriotic designs. We have seen a number of these designs by different publishers, and some of them are described in this issue, and we must say that they are a very creditable exhibit, worthy of any country in the world, both for appearance and value. The colors and the designs are so striking that the dealer will be able, when he gets stock, to make some very attractive windows, drawing the attention, not only of the children, but of the people at large. Reports as to paper prices are not very definite, although from New York the report comes that prices will not fall back, but rather tend to increase as stocks are getting low and dealers have held off the manufacturers by reason of their having ample supplies.

**

THE FLAG BUSINESS.

One Canadian house reports being entirely out of flags and unable to supply present orders. The sales have been enormous, and more dealers than stationers have gone into the business, even dry goods, confectionery and other dealers having taken up the line. But there is plenty of trade for all. The coming Summer will probably witness a big demand for this class of stuff. The approaching celebrations of school closings, of Dominion Day, Civic Holiday, and, later on, the return of the troops, will call for the display of much bunting and many flags. So too, with fireworks, which are in great demand. Very large sums have been spent this year in connection with the patriotic celebrations, and it is the dealer's own fault if he is not getting a good share of it.

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WINDOW DISPLAYS.

Some dealers do their duty in the matter of getting up nice windows, but others are apathetic. Dry goods and other merchants seem to pay more attention to this branch

of advertising. But the stationer has ample materials for making good displays. A cheap and attractive display can be made with a little of the new tissue paper, while flags, fireworks and photographs and other emblems can be used to advantage. Some dealers put in displays which show up well at night, and, after their shops are closed, hang one or two Chinese lanterns for a couple of hours during the evening.

Another hint, which we fear stationery dealers do not take much to heart, is the necessity of putting price cards alongside their goods. Few lines of trade lend themselves more appropriately to ticketing than fancy goods and stationery do. The dealer will often make a sale by showing prices on any special lines that he knows are in demand.

City dealers say that the khaki note-paper is selling very well. That with the red edges sells even better than the plain, but both are good, and quite a demand for red ink to go with it has sprung up.

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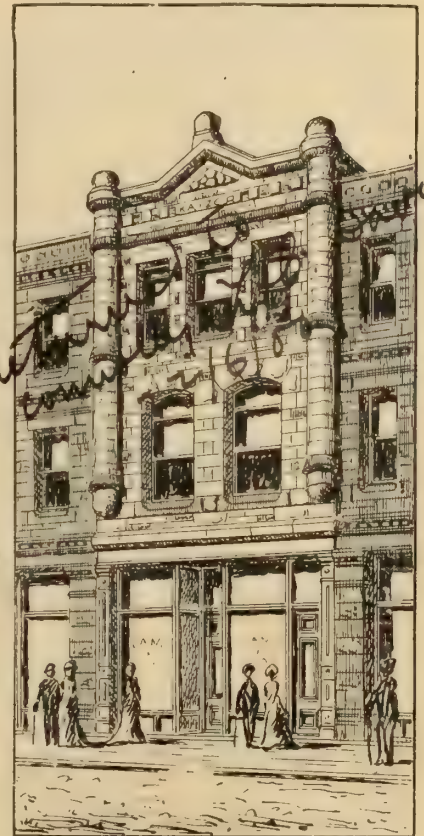
A HALIFAX VISITOR.

Mr. Andrew MacKinlay, of Messrs. A. & W. MacKinlay, publishers and wholesale stationers, Halifax, N.S., spent several days in Toronto about the middle of May, and received a cordial welcome from the trade and his friends generally. Mr. MacKinlay was on his way to New York, and from there home. The firm of which he and his brother are the members is one of the oldest stationery houses on this continent. It was probably founded in the early years of the present century, because an advertisement of "A. MacKinlay" is found in the Halifax newspapers of 1826, and the probability is that the house dates back further than that. The present owners, therefore, are the third generation, and they have been in their present premises since 1860. Mr. MacKinlay is well satisfied with the volume of business during the last year, which was the best in the history of the firm, and during the last three years he reports a good steady increase. The firm are noted for their publication of educational works, and are at

work upon a new edition of the famous general geography of Mr. Calkin, which is known in the schools all over the Dominion. A series of readers for the Nova Scotian schools is also being published, the first having already appeared. Messrs. A. & W. MacKinlay are noted for the excellent work they do in the publishing line.

NEW STATIONERY BUSINESS.

J. L. Connolly and L. Clyde Davidson have purchased the book, stationery and printing establishment of Lane & Co., and will continue the business on a much more extensive scale, in the new three-storey freestone building, 125 and 127 Barrington street, Halifax. Mr. Connolly has been in



GRANITE AND MARBLE BLOCK FOR A. G. KAIZERSO BARRINGTON STREET W. CHARRIS ARCHT. T.

the stationery trade all his life, and for the past few years was business manager for Lane & Co. Consequently he is thoroughly familiar with the trade in every detail, more especially the retail branch. Mr. Davidson has for a number of years been employed at the well-known wholesale and retail house of A. & W. MacKinlay, and in recent years diligently represented his firm on the road. His retiring to enter into business for himself was with the hearty acquiescence and good wishes of the firm. With Mr. Davidson's complete knowledge of the wholesale

FANCY GOODS AND STATIONERY—Continued trade, his popularity as a traveler and his genial disposition behind the counter, he will at once become a factor in the successful management of the new firm. Lane & Co. will continue in the wholesale and retail stationery and printing line, and will do copper-plate and letter-press work and embossing, their printing office being in the upper part of the building. They will make a specialty of society and commercial stationery.

A FINE NEW WAREHOUSE.

It speaks well for the growth of business with The Copp, Clark Co., Limited, that this fact has led to the erection of their new



warehouse on Front street west, Toronto. An illustration of the new building is given herewith, and this will afford to customers of the house an idea of the spacious and modern premises about to be accupied by

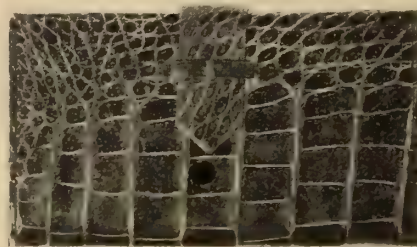
the various wholesale departments of their book, stationery and fancy goods business. The warehouse is five storeys high and basement, and is to be equipped in the best style. The front is an imposing and handsome one, and the site convenient for shipping and other purposes.

PATRIOTIC DESIGNS.

Warwick Bros. & Rutter have added a number of patriotic designs to their range of scribblers and exercise books and have taken advantage of the present popularity for this class of design to embody some new ideas. The "Khaki" is the figure of a rifleman in the regulation color, and the background a South-African landscape. The "Victory," another design, shows Britannia driving her chariot harnessed to four prancing steeds, while she displays aloft her flag. Needless to say, the four steeds are, Canada, Australia, India and South Africa. Another design, "The Strathcona," embodies a stirring scene of a North-West Mounted Policeman in the act of shooting while riding at full speed. Another design, the "Little Bobs," shows Lord Roberts on horseback. "The Empire" is another patriotic design showing Miss Canada with the British lion and the flag with a spray of maple leaves. The "Big Chief" is an excellent head of an old Indian wearing a decorated head-dress. The reverse sides of these patriotic covers will be taken up with interesting and valuable reading matter relating to the several subjects treated. The line offers a wide range of designs and will surely be appreciated by the trade.

FANCY LEATHER GOODS.

The Brown Bros., Limited, are showing some very fine designs in fancy leather



goods. As they make a specialty of these goods, it can be readily understood that their leather goods department will receive the benefit from their increased facilities in the manufacturing department. All the newest leathers are used, and the best workmanship is put on their goods, and the trade may rely on the output of the Brown Bros.' leather goods factory being first-class in every respect.

Their assortment of ladies' finger purses is having quite a good run just now, and every up-to-date dealer should have a few

to be in line. Initial letters for these purses are supplied at a very moderate charge.

Another line they are showing is a great range of men's pocket coin purses in all leathers, especially English pigskin. These goods are carded very neatly, and not only do they add to the general appearance of a dealer's stock, but, by being so well displayed, they sell themselves.



Their display of ladies' purses, men's letter cases and bill wallets, writing portfolios, playing-card cases are very complete, indeed. Their ladies' reticules are a very salable line just now, and are in keeping with this firm's high-class manufacture. Any dealer contemplating laying in his stock of fancy leather goods would do well to write The Brown Bros., Limited, for prices before ordering.

Now, that the awful war in South Africa is nearly over, and our gallant boys will be



Price Cents.

coming home very soon, every stationer in Canada should have a large stock of material for decoration purposes. The Brown Bros., Limited, of Toronto, have a very large supply of crepe tissue flags, streamers, etc., and there is nothing nicer for decorating, if we can judge by the dis-

play shown in Toronto on the celebration of the relief of Pretoria. "Khaki" notepaper and envelopes are all the rage now. The Brown Bros, Limited, have a large stock of both notepaper and envelopes.

The Brown Bros., Limited, have arriving every day office supplies of all descriptions. Their stock is very complete now, and visitors to 51 and 53 Wellington street west, Toronto, will find in their fine new warehouse everything necessary to furnish offices and libraries. Among goods already arrived are wash and desk baskets, wire card racks, inkstands, cabinets, files of every description, etc. Fountain pens are also to be had in great variety.

NEW SCRIBBLERS.

The Copp, Clark Co. Limited's scribblers and exercise books, to which reference was made last month, are now being got ready, and samples will shortly be shown the trade. We have seen the completed books in several of the new designs, and they are both original and attractive. The first is the "Khaki," which is adorned with two medallion portraits of Roberts and Kitchener, and which is remarkable for the attractive tone which has been given to the popular color. The corners of the front cover show the material turned down with the colors of the four branches of the service set off against the khaki. The facing of these four corners with the weapons of the various services is also an artistic idea. The whole design is registered, as it well may be. On the reverse side is a map of Cape Colony in colors. No. 2 is "Bobs," the front cover representing the victorious

general on horseback with his bugler, and a crowd cheering. The reverse side is equally attractive, showing the British flag and a design exhibiting the coats of arms of the two defeated republics. Another of the patriotic covers is the "Victorian Era," which is a group photograph of the four generations of Royalty done on a background of the Royal Standard. The reverse is a picture of Windsor Castle, and in the corner a group of English writers and the verse, "Peace hath her victories no less renowned than war." These and other new designs will be shown both in scribblers and exercise books. It is the intention of the publishers also to produce their flag covers in the scribblers, having last season confined them to the exercise books. The historical series will also be shown in scribblers.

The Copp, Clark Co., Limited, are showing some picnic cups which are very seasonable goods. They are of two kinds, the collapsible, and fancy decorated aluminum. There are three kinds of aluminum, to retail at 15, 20 and 25c., and two lines of collapsible at 10 and 25c. The same house is also showing a line of four draw telescopes, which are exceedingly cheap and sightly goods. They are well got up in a cloth case and may be had at as low as \$1.75. The telescope has been tested and found to be of excellent magnifying power. A line of mariners' compasses can be had to retail at 15, 20, 40 and 60c. In tape measures, there are some good linen lines for 25c. retailing, and some of the best steel to retail at 40 and 75c. A good range of silica slates to retail at 5c. is being shown. An idea which

THE BROWN BROS. LIMITED

WHOLESALE STATIONERS, PAPER DEALERS.

MANUFACTURERS OF

Account Books, Leather Goods, Stationery, etc.

Our Paper Department is unexcelled for quantity, quality and styles. Our special makes and watermarks are:

- Fairfield Ledger—Azure and White Wove.
- Wellington Ledger—Azure and White Wove.
- B.B. Linen Ledger—Azure Laid.
- B.B. Linen Record.

BONDS AND LINENS.

- Astoria Bond—White and Toned.
- Contract Bond— " " "
- Alberta Bond— " " "
- Acadia Linen—Cream Laid.
- B.B. Linen— " " "

WRITING PAPER, FLAT.

- Scotia—White Wove.
- Pearl— " " "
- Maplehurst—White Wove.
- Algonquin—Cream Laid.
- Iroquois— " " "

Full lines of every make of paper. Specialty in Cover Papers.

Our stock of

STATIONERY and OFFICE SUPPLIES

complete in every particular.

New Supplies of Crepe and Decorative Tissue Paper.

"Up-to-Date" Stationery House

51-53 Wellington St., W., TORONTO.

**TRUER
BETTER
CHEAPER**

It Has Often Struck You

That it pays to be business leaders. This is particularly true of the Stationery trade. The best people buy only up-to-date goods. This is why our

Original English Wedgwood

has become so popular. It is truer to color, better in finish, and cheaper in price than any heretofore offered to the trade. You should stock it at once. It is a business bringer.

**All Other Up-to-Date Lines.
Several Special Trade Winners.**

LET US QUOTE YOU PRICES.



THE Barber & Ellis Co. LIMITED.
TORONTO.

FANCY GOODS AND STATIONERY—Continued. ought to be popular is a line of fancy note-books to retail at 3 and 5c. each. The covers are decorated and the book is a durable and nice little pocket gift. A line of patriotic hats in paper, in the fore and aft and peak cap shapes, is being shown in assorted colors well adapted for the present celebrations.

The travelers for Warwick Bros. & Rutter, who are out with Tuck's goods, have done exceedingly well and the orders received are ahead of anything done in previous seasons. There are many cards this year which are as cheap as job cards and the inclusion of patriotic designs and of bright cards adds to the popularity of the line.

This firm will shortly show a fine line of The Eagle Co.'s jewelled pencils, an article which has been steadily becoming more popular during the past few months, and is now about to be shown with handsome birthday stones taking the place of the rubber tips. The travelers in the fancy goods have just completed their trips, and orders are 25 to 50 per cent. greater this year owing to the magnificent line shown by the firm. The new patriotic tablet called "The Empire," each leaf engraved with a patriotic design in crossed flags in the corner, has just been published to retail at 15c. It is having a great sale.

Mr. W. C. Cunningham, representing Buntin, Gillies & Co., Hamilton, is on his way to the Pacific Coast, and reports business in Manitoba and the Territories as extremely satisfactory.

The "Khaki" notepaper offered by Buntin, Gillies & Co., Hamilton, has had a good sale, which will, no doubt, keep up until after the return of the troops from South Africa.

Buntin, Gillies & Co., Hamilton, claim to be giving great value in good grades of envelopes. They offer to send samples of these to all applicants. Their No. 7's in all high grades are of the extra size. A new line called "Balmoral," in white and cream, for ladies' use, is said to be of great value.

Every care is taken that the Barber & Ellis goods shall be strictly up to date. Their wedding cards and stationery are well known to be as fashionable as the imported, yet, of course, they can be retailed at a much lower price.

High-grade correspondence pays. That's sufficient reason for using it. If it didn't, the satisfaction you experience in its dignified elegance, which proclaims the user to be a person of up-to-date ideas, is worth its

small cost. "Earncliffe" linen bond and Rolland's superfine linen record are two lines of Canadian-made paper equal to the best imported goods. Barber & Ellis are the selling agents.

The secret of success in the stationery trade lies in carrying just the class of goods that will draw trade and hold it. Stationers who carry The Barber & Ellis' goods are already in possession of this secret. This old-established firm always have in stock the finest and best selling lines ever offered in commercial and social papers, envelopes, paper boxes, etc. Samples are sent to the trade.

Conspicuous among social notepapers are The Barber & Ellis creations, "Portia," "English Wedgewood," "Oxford Vellum," "Original Parchment Vellum," etc. The great demand for high grade, home-manufactured paper and wedding goods caused The Barber & Ellis Co. to spare no expense in laying them before the public at popular prices.

A FINE BOOK ON BIRDS.

One of the most richly embellished and interesting works on a subject connected with natural history is the new book by Mr. A. R. Dugmore, entitled "Bird Homes," which The Publishers' Syndicate, Toronto, have just issued in Canada. In the first place, the book is for popular reading, that is to say, it is comprehensible by every person, young and old, who has the least interest in the habits of birds, and it contains all the necessary technical knowledge couched in accurate terms, but which at the same time do not puzzle or weary the average reader. There are nearly 200 pages in this large quarto volume of information about the birds of this continent, the Canadian birds being all specially named and distinguished, so that we have here a book just as well adapted for Canada as for the foreign reader.

In the second place, the work is most beautifully illustrated. It contains about 16 colored photographs of birds in the nest, of nests themselves, and of specimens of eggs. These plates are exceedingly attractive. Then, in addition, there are dozens and dozens of full page and smaller illustrations illustrating every imaginable feature of bird life, so that the reader who has any imagination at all could not fail to have his knowledge of birds stimulated by looking at the pictures even if he did not read the text. The book is very prettily bound in cloth and gold with a colored picture on the front cover. It is one of the most magnificent gift books ever produced in Canada.

The contract for supplying blank books for the city of Halifax has been awarded to T. C. Allen & Co.

WINNIPEG TRADE NEWS.

From our Special Correspondent.

THE unprecedentedly warm weather for the season has had its effect upon the book trade, as everyone is glad to get out after the Winter, and wheeling and boating have been more popular than books for the past month. In spite of this, however, "To Have and To Hold," "Joan of the Sword Hand," "The Farringtons," "Prisoners of Hope," "The Transval from Within," and "The Biography of a Grizzly" find ready sale.

With the brilliant campaign of "Little Bobs" in Africa has come an increased demand for "40 Years in India." African War literature has fallen a little behind this month, but all stationery stores have done a splendid business in medallion portraits of war heroes, flags, khaki letter paper, and the like.

The wholesale book and stationery trade complain much of the slowness of collections, and no immediate prospect of improvement is given.

The strike of the painters and decorators is having its effect on the wall paper trade. It is anticipated that the strike will be of short duration.

Winnipeg, May, 1900.

E. C. H.

A BOOK ON CANADA.

Mr. E. R. Peacock, M.A., of Upper Canada College, has written, and Warwick Bros. & Rutter, Toronto, have published, one of the most unique little achievements dealing with Canada which we remember to have seen. It is entitled "Canada: A Descriptive Text Book." It is profusely illustrated with small half-tone cuts, and it consists of about 100 pages of description of the various features of the Dominion. Mr. Peacock has written graphically upon various aspects of life in this country, and has summarized the historical records of the country with surprising brevity. There is a crispness and pointedness about his various chapters on lumbering, fishing, farming, mining and other occupations of our people which would interest the outsider to a very considerable extent. No doubt the book is intended for English readers, boys and girls most likely. But it can be put into the hands of persons of any age, and we could well understand its being sold in Canada to tourists and travelers as a sort of intelligent vade mecum of the country.

PRIVATE POST CARDS.

The W. J. Gage & Co. have reason to be satisfied with their series of patriotic private post cards. They are put up in packets of 10 assorted, each card having a portrait of one of the following officers now in service in South Africa: Col. Otter, Major Denison, Col. Steele, Col. Drury, C. Buchan, Capt. Nelles, Col. Evans, Col. Herchmer, Col. Lessard, Col. Pelletier. The packet can be retailed at 5c.; the closest wholesale price is 40c. per dozen packets. They can be had either in white cards or in khaki colored cards at the same price. Orders should be sent immediately, as they are having an immense sale.

“BOBS”



dressed in

“KHAKEI”

Exclaims: May the

“VICTORIAN
ERA”

❁ ❁ ❁ be everlasting!



The patriotic names of our new Exercise Books and Scribblers appear above.

School work made agreeable to the children by attractive covers on their books, and seeds of patriotism planted in the young minds by appropriate designs.

If our representatives fail, through press of business, to call upon you, kindly drop us a line and we will arrange to have your wants attended to.

THE **COPP, CLARK CO.,** LIMITED
TORONTO.

MAKING OF SCHOOL BLANKS.

The New Line of W. J. Gage & Co., Limited.—A Splendid Contribution to the Patriotic Spirit of the Day.—Beautiful Colored Covers, Sketching South-African Heroes and Battlefields.—Publication of Canadian Patriotic Songs.

UNLESS one has made an investigation of the subject it is doubtful if the average bookseller and stationer has any very clear idea of the proportions which the manufacture of scribblers and exercise books has reached in Canada. The total easily goes into the millions, and one single line—notwithstanding the large variety from which to select—will run oftimes from one-



quarter to one-half million in the school year.

These are facts that were impressed on a representative of THE BOOKSELLER AND STATIONER a few days since as he made an examination of the new line of scribblers and exercise books

that has been made up by W. J. Gage & Co., Limited, Toronto, for the coming season's school business.

"In our line for this year's trade," said Mr. George Spence, vice-president of the company, "we have full 25 entirely new designs. We have entered sympathetically into the spirit of the year by giving large attention to military, patriotic and Canadian subjects."

Spread before us were specimen books of the series, and as we inspected the lot we must admit to have taken in a strong draught of Canadian patriotism, and renewed pride in the success of British arms and our Canadian boys in the front.

We embellish the letterpress of this page with a few reproductions of the series, though these can give but a faint idea of the real beauty of the books. We may say that all are printed in colors suited to the military character of the subjects, and represent a high degree of art in colored work.



Two prominent ideas have been carried out by Gage & Co. in the production of their series of school blanks, one in the handsome colored front cover illustrating some well-known military scene or

military hero, and another in the publication of copyright patriotic songs on the back of the cover. Included in these are "Soldiers of the Queen," "When Johnny Canuck Comes Home," and many others that are familiar to everyone and especially to school children.

Some of the more popular covers, such as "Soldiers of the Queen," "Our Bobs," and "Sons of the Empire," are used in both scribblers and exercise books. The subjects in all cases are of a representative character and will impress on the pupil's mind, in an educational sense, an important point or piece of information in the history of the South-African trouble.



Another happy idea of Gage & Co. is seen in "Our Heroes" series, in which the cover illustration is made local to different Provinces. We have, in one line, "The Pick of British Columbia," showing a group of Pacific Coast men, another of Northwest men, all of whom stand over six feet high, and another is an illustration of Lieut.-Col. Steele and the officers of the Strathcona Horse. Then we have Lieut.-Col. Herchmer, and so with others. These will possess a general interest everywhere in the Dominion, and be good sellers on this account, while they will doubtless have a very large run in the particular section of the Dominion where local interest more specially centres.

"It will be no exaggeration," said Mr. Spence, "for us to say that our series of blanks are not equalled by any house in the world for variety, beauty and value. I have seen the whole line published by the biggest New York concerns, and they admit that we outdo them."



Another series that is well deserving of mention, because of their educational character, as well as beauty, is that in

which we have the siege of Kimberley, the siege of Ladysmith, and Mafeking with Baden-Powell's picture on the front cover, and on the back cover a quite complete and tersely written

account of these different sieges, and in the case of Mafeking a concise and biographical sketch of Baden-Powell, who played such an important part in the defending of Mafeking garrison. We all know to what extent the popular song takes hold of the public mind. And with school children this is so to a large degree. When the songs are of a healthy character it is difficult to estimate the full force of their educational influence. On the back covers of the Gage & Co. scribblers and exercise books there are published altogether 17 patriotic songs, 15 of which are copyright, and permission to use in this way has been secured by Gage & Co. Among the songs may be named "Soldiers of the Queen," "The Man Behind the Gun," "Johnny Canuck's the Lad," "Canada was there," "When Johnny Canuck Comes Home," "Rallying' round the Flag," and not forgetting the "Maple Leaf Forever," "Rule Britannia," and "Red, White and Blue." Some of these songs are being taught the children in the public schools, and it will be quite an advantage that they will be able to secure the words for them in this manner. We have little doubt that the publication of these patriotic songs on the scribblers and exercise books of Gage & Co. will add largely to their popularity.



W. J. Gage & Co., viewing the entire series from varying standpoints, have, undoubtedly, made a splendid hit in their preparation; and the care and thought that has been given to them furnishes fresh evidence of



W. J. Gage & Co., viewing the entire series from varying standpoints, have, undoubtedly, made a splendid hit in their preparation; and the care and thought that has been given to them furnishes fresh evidence of



the enterprise of this large and successful firm of publishers and manufacturers of school supplies. We predict a very large sale for the Gage & Co. school blanks, and have not any doubt but that they will be eagerly sought for by the trade of the Dominion from ocean to ocean.

BEST SELLING BOOKS IN MAY.

MONTREAL.

1. "The Farringdons."
2. "To Have and To Hold."
3. "Three Men on Wheels."
4. "Red Pottage."

TORONTO.

1. "Toward Pretoria" (Ralph).
2. "Sophia."
3. "The Farringdons."
4. "The Natal Campaign" (Burleigh).
5. "Feo."
6. "Prisoners of Hope."
7. "Three Men on Wheels."
8. "Joan of the Sword Hand."

KINGSTON.

1. "To Have and To Hold."
2. "The Farringdons."
3. "Sophia."
4. "Ione March."
5. "The Green Flag."
6. "Prisoners of Hope."

OTTAWA.

1. "To Have and To Hold."
2. "The Farringdons."
3. "Prisoners of Hope."
4. "The English in Africa" (Mills).
5. "Three Men on Wheels."
6. "Joan of the Sword Hand."

QUEBEC.

1. "The Red Rat's Daughter."
2. "Red Pottage."
3. "The Transvaal from Within."
4. "When Knighthood was in Flower."

ST. JOHN, N.B.

1. "To Have and To Hold."
2. "Prisoners of Hope."
3. "Janice Meredith."
4. "Joan of the Sword Hand."
5. "Sophia."
6. "Richard Carvel."

HALIFAX, N.S.

1. "To Have and To Hold."
2. "Joan of the Sword Hand."
3. "Prisoners of Hope."
4. "Sophia."
5. "The Green Flag."
6. "A Master of Craft."
7. "Three Men on Wheels."

WINNIPEG.

1. "To Have and To Hold."
2. "Joan of the Sword Hand."
3. "The Farringdons."
4. "Prisoners of Hope."
5. "The Transvaal from Within."
6. "The Biography of a Grizzly."

VANCOUVER.

1. "To Have and To Hold."
2. "A Maker of Nations" (Boothby).
3. "Three Men on Wheels."
4. "Joan of the Sword Hand."
5. "The Green Flag."
6. "Sophia."
7. "Savrola."

ENGLAND.

1. "The Transvaal from Within."
2. "From Capetown to Ladysmith."
3. "A History of South Africa" (Dent, 1s.).
4. "The Farringdons."
5. "Joan of the Sword Hand."
6. "Sophia."

1000 CATCH PHRASES & IDEAS.
A little book worth its weight in gold.
FREE To All who Write Ads, Show Cards, Circulars or other Business Literature.
 The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address
 The Advertising World, Columbus, Ohio.

OUR CATALOGUES of standard and popular music, both vocal and instrumental, are at the disposal of the **Canadian Trade.** Write for our terms. We are the Copyright owners of the phenomenal success, "**SOLDIERS OF THE QUEEN.**"

Anglo-Canadian Music Publishers' Association
 88 Yonge St., Toronto. Limited

PATRIOTIC STREAMERS

FOR DECORATIONS.

"Dancing Girl" Brand CREPE PAPER

IN National Colors, Red, White, Blue,
 4 ft. 6 in. long, 6 in wide.

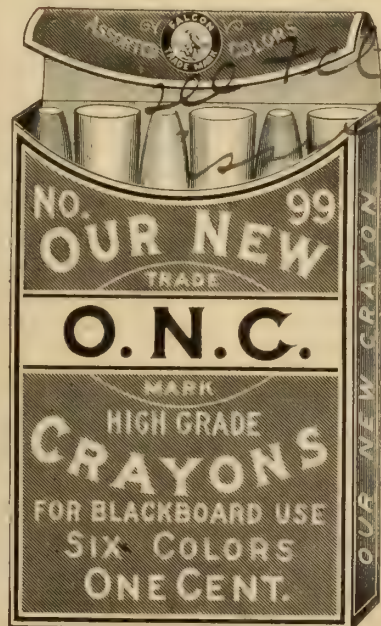
Each streamer is rolled up and banded. Very effective for decorating HALLS, HOMES, and STORES. To be had of all the wholesale stationers and fancy goods dealers.



TRADE MARK.

HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

FOR SCHOOL CRAYONS



Write the Best and Finest
 Manufacturers in the United States

The inserted cuts represent two of our . . .

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

WALL PAPER AND DECORATIONS.

WALL PAPER TRUST TO DISSOLVE?

It is said that the National Wall Paper Co. of the United States is to be dissolved, and further that with this end in view the directors of the company have had numerous conferences lately in New York to decide upon a plan of dissolution which would be equitable and satisfactory all around. So far no definite plan has been decided upon, but it is asserted that all the factories which several years ago went into the Wall Paper Trust will shortly become independent concerns once more.

Col. J. J. Janeway, of New Brunswick, N. J., who is interested to the extent of \$1,000,000 worth of preferred stock in the trust, is credited with being the most energetic mover in the plan of dissolution, and, it is said, is very free and confident in saying that it will be a matter of only a few months before his factory will again be on an independent basis. He has been anxious for this for a long time. He is not the only one in New Brunswick who has regretted going into the trust, for several members of the Janeway family who are still in the wall paper business have often expressed themselves likewise.

It is said that there are due on the preferred stock some five or six quarterly dividends of 2 per cent. The dividend which was due on April 1 was passed this time, although it had been confidently expected. It is now believed, however, instead of paying this cash out at this time, it is the purpose of the trust to reserve all the cash it can for the purpose of paying its obligations when dissolution comes.

This money may not all be paid at once; \$75 per share will be paid down at first and the balance as the company realizes on its assets and accounts receivable. Some even think that the back dividend on the stock will be paid also.

President Henry Burn, of The National Wall Paper Co., when interviewed, said that the stories to the effect that the company was about to dissolve by mutual consent, or any other way, were untrue. Such stories, he said, had been circulated for six years. He said he did not know how they originated.—New York Exchange.

A BIG DEALER SPEAKS.

Mr. Charles C. Holland, of Messrs. G. A. Holland & Sons, St. Catherine street, Montreal, was speaking the other day about the

wall paper business. The growth has been phenomenal of late. Mr. Holland says that there is a great deal to know about the interior decoration of a room. So many people are really unable to properly judge of the finished effect of a design or color in a paper they are choosing that he finds a great part of his work now pertains to the giving of advice and assistance to customers and helping them to a proper selection. Mr. Holland devotes his attention almost exclusively to the wall paper, leaving the decorating to others. This is the practice now coming into general use in the large United States cities. Mr. Holland has made a thorough study of his subject, keeping well informed of all that is written on the topic, and is well qualified to advise.

The large addition to the premises of Messrs. G. A. Holland & Sons, recently completed, has now been got into shape for business. This fine new store is of itself almost as large as the entire original store, and gives the firm the necessary space to fittingly display their magnificent stock of wall papers. Connecting their old store by a large sliding door, it is lighted from above by a skylight, and at the back by windows, the whole width of the store. A most excellent light is thus obtained, which is one of the essentials for the inspection of paper. Round the walls in conveniently arranged partitioned shelves are the many thousands of rolls for wall covering. Few, if any, stores on the continent carry such an assortment. Mr. Charles Holland, in conversation stated that the firm had in stock over 3,000 different patterns. These represent the output of the leading wall paper manufacturers of the world. From Germany come some beautiful effects, representing tapestry made from German flax, resembling the American burlaps, of which also a large line is shown.

From Belgium, exquisite designs have been imported. One line, particularly beautiful, gave the effect of hand painting on a felt ground, in artistic tones. The French goods, as might be expected, are beautiful specimens of mural art, some showing a sort of silk effect, and were extremely delicate in beauty of design. Then, again, Mr. Holland pointed out some samples of American goods, and here, although of quite distinctly different style, the workmanship and artistic designing leave nothing to be desired. Last, but by no means least, he said the Canadian goods are to be found

in surprising wealth of color, beauty and variety. It is now acknowledged that in some ways Canada may lead the world in the wall paper business. The paper used is superior to others, the Canadian pulp being admirably adapted for use in wall paper manufacture. Then, the Canadian factories are attracting the best artists to the designing of patterns, and their coloring is also wonderfully good.

CANADIAN WALL PAPER IN THE U.S.

We notice the following in Wall Paper News, of New York, with regard to a well-known firm: "The Watson, Foster Co., Limited, of Montreal, Canada, had a very successful season; no dried color boxes, no material for which they had not immediate use. Meritorious designs, and a straightforward, business-like treatment of its clients have placed the company among the most progressive manufacturers of wall papers, and the line offered last season was phenomenally large, containing 136 new designs, selected and colored with judgment and ability. It was a strong line, full of character and individuality. The equipment of The Watson, Foster Co. is such that an export business is necessary to fully employ it, which is one reason why they are friendly invaders of the American market, where the line has been offered with results that seem to have been satisfactory to the company and their customers this side of the line.

"The management promise a strong line for 1901, and look for larger sales and a higher average. An increase in the staff on this side of the line is in prospect."

STAUNTON'S ARMY MOVES.

On another page M. Staunton & Co. announce the starting away of their travelers with their 1901 line of wall paper samples, and promise the trade a bigger and a better selection of popular quick sellers, in splendid designs and color effects, than they have ever had the pleasure of starting their men out with. They say, "the 1901 line will discount last seasons by long odds." BOOKSELLER AND STATIONER readers to a man will, no doubt, see the Staunton line before placing an order.

Mr. Canniff Haight, the venerable Canadian author, has just celebrated his 75th birthday. He is still engaged in active literary work.

A new book of views of Kingston and the Thousand Islands has just been issued by R. Uglow & Co., booksellers. The souvenir contains 50 pages on toned paper, embracing the finest views on the St. Lawrence. Complete in wrapper for 50c. each.

THE

Watson, Foster Co., Limited

ARE PREPARING FOR 1900-1
THE STRONGEST LINE OF
WALL PAPERS YET OFFERED

OVER ONE HUNDRED
NEW, ORIGINAL AND
EXCLUSIVE DESIGNS

SELECTED WITH JUDGMENT
AND COLORED WITH ARTISTIC
ABILITY OF HIGH ORDER

WHICH WILL NOT ONLY INTEREST
BUT COMMAND ATTENTION
WHEN COMPLETED IN JULY.

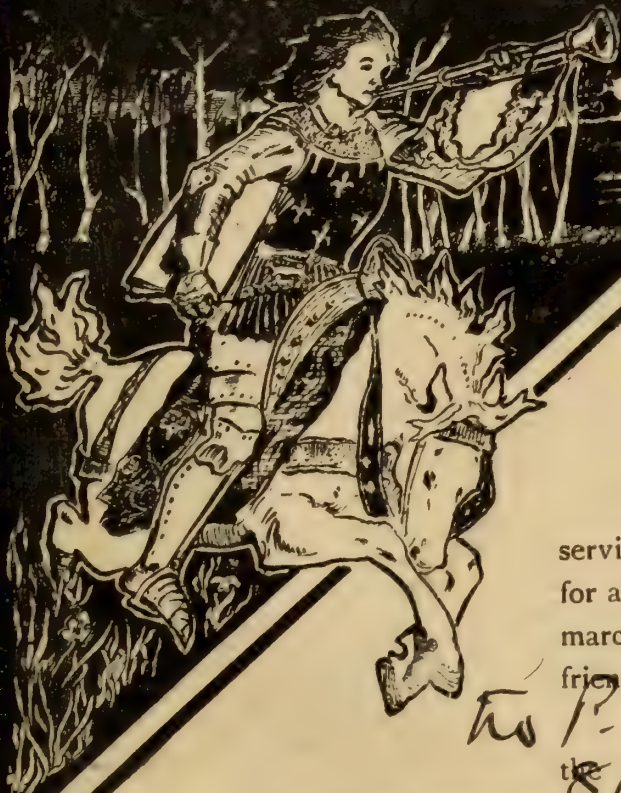
MONTREAL, 1 JUNE.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between April 25, and
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Compiled for BOOKSELLER AND STATIONER

11304. *The Nereid's Lullaby.* Mezzo Soprano or Baritone. By Clayton Johns. Church Co., Cincinnati.
11305. *The Wild Hunt.* Mezzo Soprano or Baritone. By Clayton Johns. Church Co., Cincinnati.
11306. *The Messiah.* Words by Alexander Pope. 1688-1744. Music by Adolph M. Foerster. Church Co., Cincinnati.
1130. *Feo. A Romance.* By Max Pemberton. Copp, Clark Co., Limited, Toronto.
11308. *Wood's Time Sheet and Pay Roll.* William Archibald Wood, Montreal.
11309. *Canada, the Beautiful.* Poem by S. G. Saywell, Toronto.
11310. *Educational Review Supplementary Readings, Canadian History, Number Nine, March, 1900.* George U. Hay, St. John, N.B.
11311. *By the Marshes of Minas.* By Charles G. D. Roberts. William Briggs, Toronto.
11312. *Practical Statutes. Being a Collection of Statutes of Practical Utility in Force in Ontario, with Notes on the Construction and Operation thereof.* By James Bicknell and Arthur James Kappele. James Bicknell, Toronto.
11313. *Vie de Mere Gamelin, Fondatrice et Premiere Superieure des Sœurs de la Charite de la Providence. Sœurs de la Charite de la Providence, Montreal.*
11314. *Volunteër! Patriotic Song.* Words and Music by Felix McGlennon. Whaley, Royce & Co., Toronto.
11315. *Reverie. Paroles de Nap. Legendre. Musique de M. A. Mercille. Madame Albert Mercille, St. Lambert, Que.*
11316. *Aunt Minervy Ann's. Cake Walk and Characteristic March.* By Jos. St. John. Arranged by R. Gruenwald. Joseph St. John, Montreal.
11317. *Foster's Cyclists' Road Map of Eastern Ontario.* J. G. Foster & Co., Toronto.
11318. *The Code of Civil Procedure of the Province of Quebec.* By R. Stanley Weir, D.C.L. Camille Theoret, Montreal.
11319. *Write a Few Lines to my Mother.* Words and music by John A. Birmingham, London, Ont.
11321. *The Queen's Brave Canadians.* Words and music: by Wm. M. Wallace. Arranged by Prof. W. E. Rosendale. William M. Wallace, St. John, N.B.
11322. *Canadian Volunteers.* Words by Herbert L. Manks. Music by R. Percy Strand, St. John, N.B.
11323. *Twentieth Century Waltz.* By E. A. Hunter, Keewatin, Ont.
11324. *The Sons of Canada.* Words by John Beverly Harris. Music by F. H. Torrington. John Beverly Harris, Toronto.
11325. *The Olympian Range, from Esquimalt, B. C.* Photo. John Wallace Jones, Esquimalt, B.C.
11326. *The Gorge.* Photo. John Wallace Jones, Esquimalt, B.C.
11327. *Surgical and Medical.* By Rudyard Kipling. Story. Temporary Copyright Rudyard Kipling, London, Eng.
11328. *The Queen's Volunteers.* Words and Music by Malcolm W. Sparrow, Toronto.
11329. *One Bad Book: In-Different Verse.* By Rex and Two Other Egos. Matie A. Diamond, Vancouver, B.C.
11330. *Forms and Blanks of the Postal Advertising Company, Lucan, Ontario.* Ernest J. Phillips, Lucan, Ont.
11331. *The Dominion Boys in Red.* Words and Music by James Fotheringham Dyer, Sarnia, Ont.
11332. *The March of the Northern Men.* Song. Words and Music by A. Evelyn Gunne, Rat Portage, Ont.
11333. *The Farringdons.* Book. By Ellen Thorneycroft Fowler, Woodthorne, Wolverhampton, Eng.
11334. *Three Men on Wheels.* By Jerome K. Jerome. With Illustrations by Harrison Fisher. Jerome K. Jerome, London, Eng.
11335. *Johnny Canuck's the Lad.* Words and Music by H. H. Godfrey, Toronto.
11336. *Ottawa and Hull Fire, April 26, 1900.* Photo. R. J. Robillard, Ottawa.
11337. *A Kent Squire: Being a Record of Certain Adventures of Ambrose Gwynett, Esquire, of Thornhaugh.* By Frederick W. Hayes. William Briggs, Toronto.
11338. *The Colonial Guards. March.* By W. E. Cadwallader, Marysville, N.B.
11339. *The Everlasting Motto of Our Queen.* Words and Music by J. G. Deans. Arranged by H. B. Adshead. John G. Deans, Olds, Alberta, N.W.T.
11340. *The Garden of Eden.* By Blanche Willis Howard. Book. Scribner's, New York.
11341. *The Poetical Works of Alexander McLachlan.* Selected and Edited with Introduction, Biographical Sketch, Notes and a Glossary. William Briggs, Toronto.
11352. *The Human Side of History.* By John Verner McAree. Temporary Copyright. John Verner McAree, Toronto.
- 11345 to 11354. *Series of Photos of Canadian Military Men now in South Africa.* Steele & Co., Winnipeg.
11355. *Feuille de Reception du Lait. Livre.* J. de Labroquerie Tache, St. Hyacinthe, Que.
11356. *Comptabilite des Beurreries et Fromageries; Carnet du Patron. Livre.* J. de Labroquerie Tache, St. Hyacinthe.
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11359. *Infidelity Disarmed.* By E. Stephens. Edward Stephens, Molesworth, Ont.
11360. *Glimpses of Canada, 1900. Book.* Dominion Publishing Co., Toronto.
11361. *The British Volunteers. Patriotic Song.* Words by F. Mortimer Kelly. Music by Benedict J. Bently. M. W. Waitt & Co., Victoria, B.C.
11362. *Won't You be My Little Sweet-heart Dear.* Song. Words by George D. Iverson, jr. Music by Frank Feldman, jr. Canadian American Music Co., Toronto.
11363. *The English in Africa.* By Hon. David Mills, Q.C. Morang & Co., Toronto.
11364. *A Master of Craft.* By W. W. Jacobs. Copp, Clark Co., Limited, Toronto.
11365. *The Up-to-Date Phrenological Chart.* Harry Charles Kemp, Leith, Ont.
11366. *Self Knowledge Phrenological Chart.* Harry Charles Kemp, Leith, Ont.
11367. *Just One Kiss.* Words and Music by Chas. K. Harris. Arranged by Jos. Clauder. Charles K. Harris, Milwaukee.
11368. *Way Deep in My Heart.* Revised by Chas. K. Harris. Arranged by Jos. Clauder. Charles K. Harris, Milwaukee.
11369. *Canada's Grand Old Man. A Rousing Song.* Words and Music by J. A. H. Cameron, Mabou, Cape Breton, N.S.
11370. *Ein Heldenlied. A Hero Song.* By Heine. Music. Church Co., Cincinnati.
11371. *Ein Liedchen. A Little Song.* By Heine. Music. Church Co., Cincinnati.
11372. *Caligraphy; or, Shorthand Made Easy. Third Edition.* By Anthony Malone, Garden Island, Ont.
11373. *The Boys in Khaki. Patriotic Song.* Words by A. C. Stewart. Arranged by H. K. J. Canadian American Music Co., Limited, Toronto.
11374. *Mildred.* Photo. John Ingleby Jefferson, Standard House, Northallerton, England.



1901

On the March!

Our army of travellers go into active service again in the course of a week or two, for about the **first of July** they will be on the march—East, West, North and South, on a friendly invasion with our new line for 1901.

To P. B. [unclear]
 We are able to speak almost boastfully of the phenomenal success of our last season's line, but promise you that the 1901 line will discount it by long odds, and experience of the trade has proven that a good selection of

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Wall Papers

offers attractions that are pleasing to your customers and profitable to you.

The new season's line has many striking and original features. Every pattern is a good one, and will help to fully maintain the high reputation the house enjoys for making and selling popular, quick-selling lines and that assure you substantial profit.

Be on the lookout for one of our men—wait until he gets to you before you place your order.

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11377. Membres de la Chambre de Commerce du District de Montreal en 1899. Photo. Lapres et Lavergne, Montreal.

11378. The Victorias of Winnipeg: Champions of Manitoba, 1899-1900.— Hockey. Photo. Herbert Welford, Winnipeg.

11379. Dearest Heart. Melody. By Pietro Girompini. Church Co., Cincinnati.

11380. Doubt. Dubbio. By Pietro Girompini. Church Co., Cincinnati.

11381. The Sleeping Beauty. Nocturne. By Pietro Girompini. Church Co., Cincinnati.

11382. Happy Moments. Gavotte. By Pietro Girompini. Church Co., Cincinnati.

11384. Melodies of Salvation. A collection of psalms, hymns and spiritual songs. Editors: John R. Sweney, Hugh E. Smith and Frank E. Robinson. William Briggs, Toronto.

11385. Venerable Mere Marguerite Bourgeoys. Photo. Cadieux et Derome, Montreal.

11386. The Public School Geography. The Canada Publishing Co., Limited, Toronto.

11387. A Manly Boy. A Series of Talks and Tales for Boys. By Rev. Louis Albert Banks, D.D. William Briggs, Toronto.

11388. Les Pieux Chants Populaires. J. A. Langlais, Quebec.

11389. The Ottawa Fire. Words by Morris Manley. Arranged by Chas. E. Andrew. The R. S. Williams & Sons Co., Toronto.

11390. The Royal Canadians. Song. By Janet Powell-Williams, Montreal.

11391. The Roll Call. Song. Words by Amelia P. Stroud. Music by R. J. Stroud. Amelia P. Stroud, Milford Bay, Ont.

11392. To Have and To Hold. By Mary Johnston. Morang & Co., Toronto.

11394. Rand and the Micmacs. By Jeremiah S. Clark, B.A., Charlottetown.

11395. Florence. Legende Historique, Patriotique et Nationale. Par Rodolphe Girard, Montreal.

11396. The Heavenly Inheritance. By Daniel Stewart, Hensall, Ont.

11397. Canada: A Descriptive Text-Book. By E. R. Peacock, M.A. With an Introduction by the Very Rev. G. M. Grant, LL.D. Warwick Bro's & Rutter, Toronto.

11398 to 11409. Leaves from an English Solicitor's Note Book. (Temporary copyrights.) Robert Baxter Lowndes, Toronto

11410. Young Canada Was There. Song. Words and music by Alexander Muir, B.A., Toronto.

11411. God Save the Dominion. Words

and music by Elizabeth Rollit Burns, Montreal.

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636. Song-Bird Waltzes. By Herbert Dore. W. H. McKechnie, Ottawa.

637. Lovely Jean. Song. By Herbert Dore. W. H. McKechnie, Ottawa.

638. Jesus Hath Died, Song. By Herbert Dore. W. H. McKechnie, Ottawa.

639. Flowers of Canada. Pianoforte solo. By Herbert Dore. W. H. McKechnie, Ottawa.

640. The Charge at Dawn. By S. D. Schultz. Music. Samuel Davies Schultz, Victoria, B.C.

641. Forty-Ninth Battalion March. By Frederick Charles Snider, Trenton, Ont.

642. Song-Bird Waltzes. By Herbert Dore. R. K. Ferris, Toronto.

643. Lovely Jean. Song. By Herbert Dore. R. K. Ferris, Toronto.

644. Jesus Hath Died. Song. By Herbert Dore. R. K. Ferris, Toronto.

645. Flowers of Canada. Pianoforte solo. By Herbert Dore. R. K. Ferris, Toronto.

646. The Canadian Roll of Honour. Chart. Montreal Lithographing Co., Limited, Montreal.

647. The Patriotic Calendar. James Morgan, Montreal.

648. The Lion's Whelps Hath Spoken. Litho. Edgar George Shane, Ottawa.

649. Mining Map of Part of Similkameen River, Osoyoos Mining Division, Yale District, British Columbia, 1900. By Frank Bailey, Fairview, B.C.

A REMODELLED STORE.

A Fine Establishment at Peterboro'.

THE Peterboro' Bookstore (A. H. Stratton & Co.) has now been completely transformed, and challenges comparison with any book, stationery, and fancy goods establishment between Montreal and Toronto. The front is now of enameled white, and presents a striking appearance, which is further increased by the beauty and effectiveness of the manner in which the windows have been arranged. The new V-shaped mirrors are utilized in the decorations, and the back and sides are also of mirrors, whilst mirror reflectors are used in the top to further increase the attractiveness of the window display. The woodwork is all of oak.

All the former fixtures inside have been removed and replaced by handsome shelving and showcases of oak, modelled according to the most modern and up-to-date ideas of interior decoration.

HANDSOME FIXTURES.

Two lines of shelving stretch away on either side of the store for a distance of 62 feet. For relief purposes oak pillars have been placed at intervals of six feet apart, and these support a cornice above the shelves. This cornice is a work of art in itself, and displays the most exquisite taste in all its details. The panels are hand-carved in oak and are surmounted by grill work. On the south side the shelving is broken by the insertion of two very handsome wall cases, with mirrored backs and plate glass doors.

The grill work, which is used liberally in the further ornamentation of the store, is greatly admired. Two scrolls cross the windows and a magnificent one crosses the store in the centre, dividing the front portion from the wall paper department. Large oak pillars are used in the construction of the latter.

The new office of plain panelled oak, situated just beneath this scroll work, is fitted with the latest modern conveniences, including the Lamson cash carrier, with three stations placed in convenient positions in the store.

PLENTY OF LIGHT.

Dainty electric light fixtures of brass add a general brightness to the interior and the graceful spirals, tastily ornamented, seem to curve out of every available spot suitable for the purpose. Mr. Stratton is apparently fully cognizant of the importance of having "plenty of light on the subject," as 3 000 feet of wire have been used in the store in making the various connections for the electric light service. Five 65 candle power lights, in addition to 19 15 candle power lights, make the store the brightest in the whole Midland District.

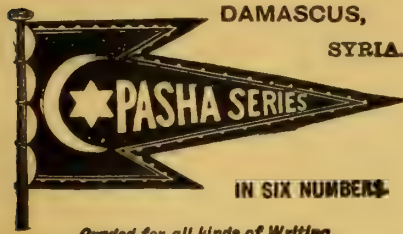
ARRANGEMENT OF STOCK.

In arranging the stock, good judgment and taste are shown. Fine stationery and periodicals are to the front on one side, and on the other cloth bound books. The wall cases which divide up the book shelving show the finer lines of fancy goods. The cases known as "silent salesmen" are used for the display of the latest novelties in fancy goods suitable for wedding presents.

Down the centre of the store run tables with the latest paper-covered fiction from five cents up.

Sporting goods include all supplies of that kind and stocks of office supplies, druggists' sundries and games are carried. Wall paper is shown in good light at the rear of the store and 700 different patterns are to be seen. It will thus be seen how extensive a business Mr. Stratton's is and a credit to the trade generally.

TURKISH STEEL PEN CO.,



DAMASCUS,
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Our 7-90 (extra size), at \$1.00 per M is hard to beat.
The Balmoral lines (in White and Cream square
shapes) are worth examination.

4XX, \$1.00 per M.
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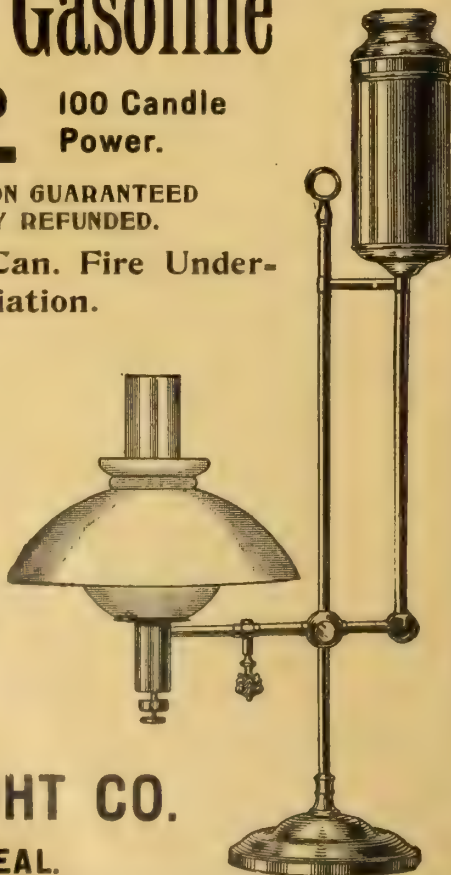
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The best way to prepare for the Fall trade is to wait until
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line we have ever put out for the

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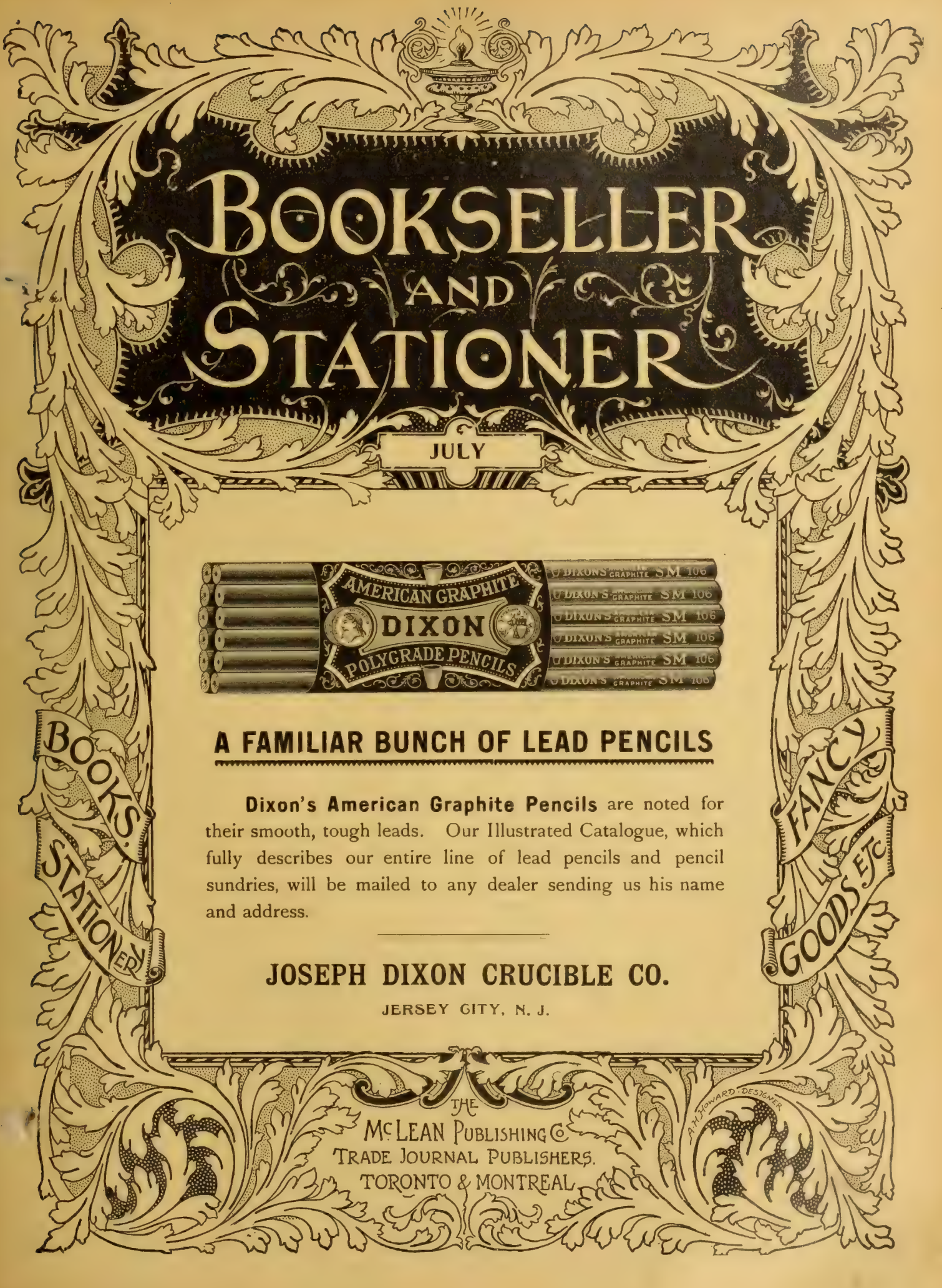
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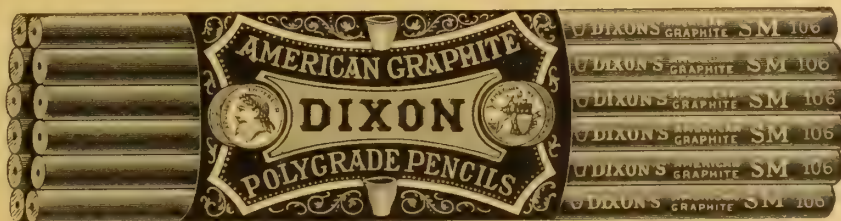
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Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

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We are showing the following---

Khaki Playing Cards

The most artistically produced novelty for the Tourist trade. Exquisitely designed, handsomely boxed, Gold edges; retail 50c.

Souvenir Post Cards

The Souvenir Post Card era is still in its infancy. A series of Patriotic designs from the art rooms of *Messrs. Raphael Tuck & Sons* will be welcomed by the trade. Orders for sample assortments should be placed at once.

Papeteries

"Soldiers of the Queen," as the name implies, is a series of Patriotic boxes with embossed covers, showing the different Famous British Regiments, such as the Gordon Highlanders, Royal Horse Artillery, etc. The stock is embossed with the National Flag.

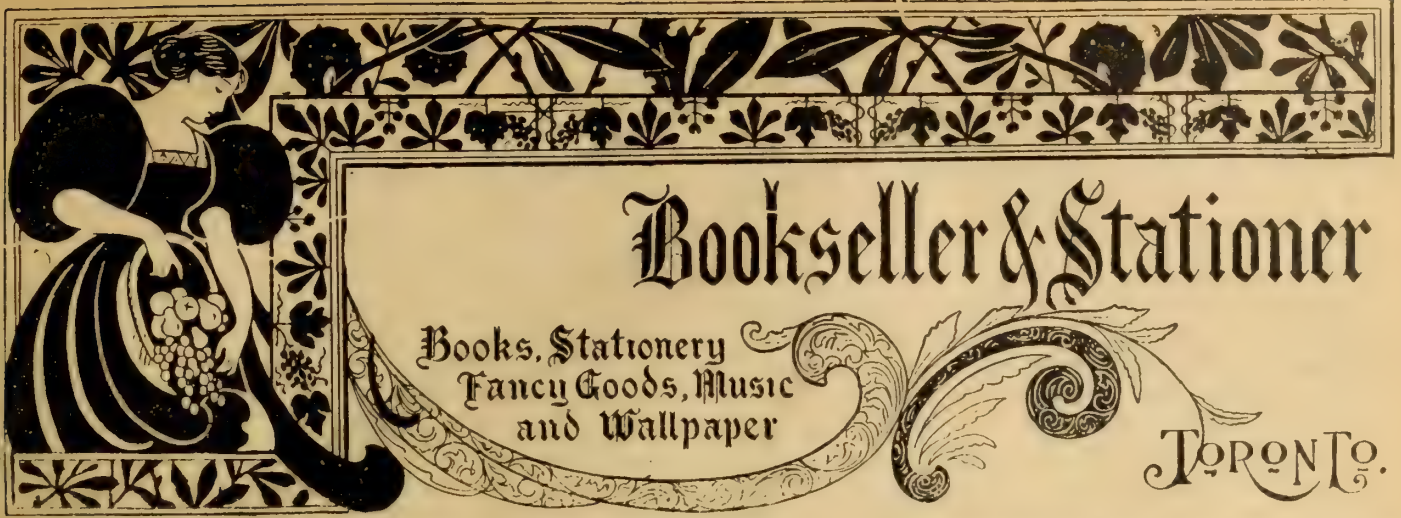
Patriotic Stationery

"The Empire" writing tablet contains paper lithographed in colors with a design of the British and Canadian Flags interwoven, together with the Coat of Arms of the two countries. Note Paper and Envelopes embossed with the Canadian Flag is also a very seasonable line.

WARWICK BRO'S & RUTTER

Manufacturing and Importing Stationers

TORONTO.



CURRENT NOTES AND COMMENTS
OF INTEREST TO THE TRADE.

Colonial Editions Decline. It is a strange thing that the series of colonial editions of English novels are not selling nearly as well as they used to do. One dealer went so far as to say that they were "dead." Perhaps this is putting it somewhat strongly, but the fact remains that the demand for them by the public has considerably abated. This is all the more unaccountable when we consider the prices are, for the most part, no higher than those charged for the Canadian copyright editions in paper, that is 75c. But the truth seems to be, as one large dealer remarked, that the public have ceased to care for the appearance of the colonial editions. They are usually of a single design on the cover which never changes. The Canadian editions, on the contrary, are turned out with bright covers, usually in colors, which look well on the counter and attract the eye.

This falling off in the demand for colonial editions which used to sell so largely here is just one of those features of trade which a dealer cannot afford to ignore.

* *

The State of Business. The book trade has now settled down to its usual Summer basis, and we hear no complaint except from Winnipeg, where the crop prospects are not as good as expected, and where, in consequence, some people are apt to take a blue view of things. But there is no Province better able to stand

a poor harvest than Manitoba—its resources and the self-reliance of its people are guarantee of that. The activity of trade in Canada, both in books and stationery, has been so marked the past year that we give below the monthly returns of imports in both lines, to let the trade see the extent of the increase in importations as compared with last year :

IMPORTS OF BOOKS, PAMPHLETS, ETC.

	1900.	1899.
January	\$86,016	\$66,653
February	69,275	63,482
March	87,071	75,011
April	98,000	88,590
May	95,000	91,543
	\$445,362	\$385,279

IMPORTS OF PAPER, ENVELOPES, ETC.

	1900.	1899.
January	\$ 98,229	\$ 96,579
February	109,437	81,744
March	133,541	116,672
April	120,714	98,951
May	146,694	123,927
	\$608,615	\$517,813

* *

Copyright Again.

The Copyright Bill—the text of which we gave in our last issue—is still (July 7) before Parliament. The Special Committee of the House of Commons, to which it was sent, have, after consideration, reported the bill as follows :

"Your committee find that the legislation covered by the proposed bill has been asked for by the Canadian Authors' Society and the Canadian publishers, and it is on their representation, and for the interests of the Canadians who are concerned in copyright and publication in Canada, that this bill is proposed.

"Your committee also find that the pro-

tection to the Canadian publishers to be obtained by the proposed bill has the approval of the Society of Authors of Great Britain and of the British public.

"Heretofore there has been constant friction and clashing of interests between those interested in copyright in Great Britain and those interested in copyright in Canada.

"At the present time we have the very satisfactory spectacle of these formerly clashing interests expressing themselves in harmony. It therefore appears likely that the passage of this Act will remove causes of difference, will confirm the harmony now existing, and tend to do away with that conflict which has been a constant source of trouble in copyright legislation for many years past.

"Fear has been expressed by some critics of this bill that the passage of such legislation by the Parliament of Canada would show that Parliament is receding from the position taken by Sir John Thompson, and would be an acknowledgment at the present juncture that Canada could not legislate upon copyright by virtue of Imperial legislation, Lord Monkswell's bill now before the Imperial Parliament being the occasion of this legislation. Your committee are, however, of the opinion that this fear is groundless. It is quite true that Lord Monkswell's bill contains a clause authorizing colonial Legislatures to pass just such legislation as is provided for by this bill, but Lord Monkswell's bill has not yet, and may never become law, and it cannot be contended that this bill, which will precede any British legislation upon the subject depends upon the latter for its validity, and your committee are of the opinion that the passage of this bill will not in any way compromise the Government of Canada in protesting in the future, as it has in the past, against the claim of the Parliament of Great Britain to legislate for colonies in matters of copyright. "The committee,

therefore, report the bill without any amendment."

We shall be glad to hear from any member of the bookselling trade on this subject.

"A TREASURY OF CANADIAN VERSE."

THE sudden death of Dr. Rand has given a sad interest to the publication of his "Treasury of Canadian Verse". Fortunately he lived to see the book published, and to know that it was assured of a thoroughly appreciative reception at the hands of the Canadian public. No doubt it will also be well received in the United States and Great Britain. Dr. Rand, who was not only a poet, but an artist, with all of an artist's taste, was greatly pleased with the appearance of the book, and a careful revision of it in its complete form gave him complete satisfaction with his own work in the selection. He felt, after a deliberate examination, that there was no poem in the book that, if he were again preparing it, he would feel like excluding. The preparation of such a book, as anyone knows who is at all acquainted with the large amount of existing material for selection, involved not only a need for wise discrimination, the possession of poetic taste and good judgment, but also a great deal of patient labor. The collection of biographical notes of the author also involved a large correspondence, and a great deal of careful research. In placing before his countrymen such a representative collection of the cream of Canadian poetry, Dr. Rand performed a task that will, apart from the merit of his own poetical work, give his name a place in the annals of the literature of Canadian poetry. His "Treasury" is a monumental work, and it is exceedingly fortunate that its publication has fallen upon a time when Canada is occupying so prominent a place before the world as she is to-day. It is understood that some time before his death, Dr. Rand had completed a long poem, entitled "Song Waves," some stanzas of which were published in the Christmas Number of *Acta Victoriana* last year. It was his intention to have this poem published in a little volume, and, we hope that, though he has passed away, the poem will be published.

Mr. Arnold M. Thomas, secretary-treasurer of The Copp, Clark Co., called at the London office of BOOKSELLER AND STATIONER recently. He is making the firm's arrangements with London publishers,

WM. BRIGGS' NEW BOOKS.

A PRETTY souvenir booklet, with sketches historical, biographical and descriptive of Grimsby Park, from the pen of Mrs. H. E. Youmans, of St. Catharines, has just been issued by Wm. Briggs. It is embellished by several attractive views of this popular Summer resort.

A very elegant binding of McLachlan's poetical works, in half calf with gilt top, has been issued. It will undoubtedly be popular as a prize and gift book. McLachlan should have a place in every Canadian library. Mr. Thos. O'Hagan, the well-known poet and critic, recently expressed himself as follows: "It was my fortune to have known Alexander McLachlan pretty intimately. He was a true poet, with a heart as lyrical as that of Burns, and a soul as reverent as that of Wordsworth. He knew little of the school of art, and so he was not weighed down by technique. I have never met a poet who

have any of her books sent out for review. As a consequence, Miss Corelli comes in for many sharp and some smart things from the reviewers when they get at her books. But the reading public, which, at times, manifests a daring disregard of the critics, take kindly to the Corelli stories. As it is some time since a long story of hers appeared, we can safely predict a large sale for "The Master-Christian," which is soon to appear, and is said to be as absorbing and interesting as anything Miss Corelli has written.

This year's book covers are decidedly the prettiest we have seen. The binder's art is taxed to design new and taking designs. Of the newer stories, "The Redemption of David Corson," Philip Winwood" and "Dracula" are all exceedingly tasteful and pretty.

A pamphlet entitled "Plymouthism and the Modern Churches," by Rev. Alex. Miller, a Presbyterian clergymen stationed at Kintail, has been published in paper covers at 50c. net.

The Provincial Government of Quebec has shown a commendable interest in native literature by purchasing 300 copies of the latest volume of Frederick George Scott, "Poems Old and New," for use as prizes in the public schools.

To those of their customers who are interested in tobacconist goods, The H. A. Nelson & Sons Co., Limited, invite their attention to a line of pipes just received, and which, at \$11 to \$15 a gross, are marvels for the money. To those who wish to see the style of the goods The H. A. Nelson & Sons Co., Limited, will be pleased to bill boxes of one dozen by mail.

The travelers of this company are now almost ready to once more start out on the road; the second week in July will see most of them out. Goods have not been arriving from European manufacturers as promptly as might be desired, but the travelers are equipped with samples of most of the novelties in chinaware, toys,

etc. Amongst the many beautiful and useful articles to hand, the line of atomizers, from a 25c. to a \$1 article, is worth attention. A very beautiful line of gold-plated thermometer stands, clocks and candlesticks are striking, being plated with gold, as the tag on each article testifies. A very complete line of purses, sterling-mounted and plain, are to be seen, while toys for boys and girls are almost prodigal in their array. The old saying, "must be seen to be appreciated," is apropos when speaking of a range of enameled thermometers and picture frames.



Theodore Harding Rand, D.C.L.

possessed so firm a grasp of the spiritual essence of poetry as McLachlan."

"Dracula," by Bram Stoker, is out in a Canadian edition in very pretty covers. It is a story of dramatic power that will at times make the reader's flesh creep. The scene for the most part is laid among the Carpathian Mountains.

Marie Corelli and the critics do not pull well together. She holds them in abhorrence, if not in contempt, and does not care to

BOOKS AND PERIODICALS.

MORANG & CO.'S NEW BOOKS. A glance at the advance sheets of Colonel Denison's forthcoming book, "Soldiering in Canada," enables us to say that few more interesting volumes have been presented to the trade. In his narrations, Colonel Denison is so sincere, so genuine, and, it may be said, so regardless of consequences, that it is a perfect pleasure to read his outspoken pages. At the same time, they cover a large extent of time and territory, comprising not only Toronto experiences, but the Northwest Rebellion and the gallant Colonel's adventures at St. Petersburg, to which Russian city he went to complete the best work on cavalry that has yet been written, a fact that is testified to by the translation of the work into various languages and by its having been for years the foundation of the system of cavalry drill employed by such a military nation as Germany. There is no doubt that Colonel Denison was a pioneer example of the born and thinking soldier, as distinguished from the military machine that is forbidden to think or to exercise any personal judgment. The futility of the latter sort of defender as compared with the former has been abundantly shown in our contest with the Boers. If the ideas of such men as the writer of this book had been permitted to have any sway in military matters in England it would have saved much blood and treasure. We regard "Soldiering in Canada," therefore, not only as an extremely readable and interesting autobiography, but as a valuable contribution to military literature.

The long-promised novel of Canadian life by R. M. and K. Lizars is expected to be issued next month, and we feel sure our readers will find it to be a book they can recommend with much confidence to their customers. It is as clever a transcript of local character as we remember to have seen in recent years, and exhibits the carefulness and attention to shades of meaning and character that were characteristic of those older novelists who lived and wrote before the eagerness of publishers for new books had led to a deterioration of the literary output. We think this book will take its place as one of the few existing novels that really illustrate and set forth Canadian life as it is, and yet embodies a large amount of artistic ability. Take, for instance, a few lines as to Dulcissima Sweeting, who may be considered the heroine of the story :

She was a good woman, Dulcissima Sweeting, none better; agreeable to some, but to others her ways savoured of meddlesomeness. There were those who went further and said she was a busybody. However, she did work Sunday and week-day alike. No one denied it. They only, that is, some of them, wished she did not

* * * She was not beautiful enough for a picture nor to step within the covers of a book, but she was beautiful enough to be loved and to wish—oh, God, how devoutly—to be loved. This night when the excitement of a vestry meeting had culminated in a choice of pastor, Dulcie let down her long and still beautiful hair and brushed it to a mirror-brightness, like unto the glass opposite. Her small twinkling eyes gazed into the hair that twinkled back at her. Then, when the smooth coil lay on top of the narrow head, she drew her Bible and prayer book towards her, opening the former at words of mercy, love and patience. Closing the Book and sinking to her knees with a grace of which she was unaware, she mechanically repeated those formulas whose beauties sometimes are bereft of force by those who use them. Then began one of those nightly panoramic processions which always closed her day of small excitements. Before her mental vision passed in review her own virtues and

the faults of her friends. She was simply an actress in a scene of county parochial life, which, to her, was a stage. She was a mute inglorious Bernhardt, because Slowford, not Paris, had been her destination. With her a pastor-choosing was a serious affair, for, on the man, be he bad or good, would she pour out all the treasures of her forgotten heart. Her ear was naturally tuned to ever listen for a husband's footsteps, and she had listened so long. She got into bed and rested them with a long sigh of content. The day's doings chased themselves through her mind in that last kaleidoscope of thought, when the impulse of one action and the result of another make the strange mingling which precedes the start and fall into space that in their turn herald sleep. Last faint ejaculations of piety escaped her. Over all was a serene sense of well-doing, and security in the Divine benediction. A children's picnic arranged, a stab at another woman well-planted, a neglected baby baptized, a hoarded ten-cent piece bestowed, the train laid to find out something it was never her business to know—was there ever such a jumble of the good and the bad! Something accomplished, something done, had earned a night's repose.

Successive editions have been found necessary of "To Have and to Hold," which promises to be the record book of the year in Canada as it certainly is in the United States. The book has now got to that stage in which it advertises itself and it is not wise for the bookseller to allow it to run out of stock. Many of the magazines



JOAN OF THE SWORD HAND

S. R. CROCKETT

Specimen of a Book Cover.

BOOKS AND PERIODICALS—Continued.

and newspapers have exploited with considerable vigor all that is known of Mary Johnston, the author, and the sale of the book in England, where it is published by Archibald Constable & Co., is already of very large proportions. In England it is only issued in the 6s., or \$1.50 edition.

"The Farringdons" is justifying the predictions of its friends and is having such a large sale in Canada that already three editions have been called for.

The same may be said of Conan Doyle's excellent collection of short stories, "The Green Flag."

This month, Morang & Co., have brought out the second half of Sienkiewicz's great novel, "The Knight of the Cross." The two volumes, at \$1 per volume, will be a welcome addition to many bookshelves, and those who have read this novelist's other works will see with interest that he returns in this book to his proper field of Polish adventures and history. The scene of the novel is laid in a period about 800 years ago, and the effect of it is to place one bodily in the midst of that stirring time, which, in Poland, was distinguished by the shock of battle carried on in the good old knightly fashion between men of extraordinary bodily strength armed with equally extraordinary weapons. Battle-axes, cleave skulls and ironclad knights come crashing to the dust, while the cries of their followers resound. A warrior prays that he may have strength to kill six German knights of renown for the sake of his lady love. It is a remarkable feature of the book that it is capable of exciting the deep interest of the modern man who entirely forgets his surroundings and is apt, when roused out of his reverie by importunate modern friends, to swear mediæval oaths. Any book that can then transport a man to past ages is worth having and is a decided and recreative change from the tedium of excessively modern affairs. Although the dramatic interest of the book is thus so great it is understood that its historical truth is correspondingly great. A couple of maps (and an instructive monograph of the period treated by the translator, Jeremiah Curtin) add to the value of the volume.

THE CANADIAN MAGAZINE.

Recent issues of The Canadian Magazine have helped to bring this periodical to a place of marked favor with the trade and the public. It sells well in all the Provinces, and its illustrations and articles are of a high order. The announcement for August is of great interest to booksellers who want to be in line with popular taste. The August issue will be a military number. One article, on the Battle of Paardeberg,

is a splendid piece of writing, by one who was there, and who describes the glories and the miseries of that historic event with great power. An illustrated paper on the British and Canadian Army Service Corps will be a leading feature. "Three Sieges and Three Heroes" will deal with Kimberley, Ladysmith and Mafeking, and the accompanying illustrations (from photographs) are among the finest ever given in Canada. "Canada at Bisley" is another timely paper, and a poem by Mr. Stringer, "The Colonial," will appeal to patriotic feeling. There will be a special cover in colors, and we predict a large extra sale for the number.

THE COPP, CLARK CO.'S NEW BOOKS.

It is important that a book should be written in the best style and the purest English. It is important that the author should choose an interesting subject. And yet, with both conditions existing, books have been created, have lived but a day, and died. And why? Because there was something lacking — vitality — without which no book can exist.

"The Reign of Law," by James Lane Allen, has every reason for its being, and it is full of lusty life. It throve from the beginning. The fact that 50,000 copies sold in advance of publication is a tribute to the excellent reputation of the author. The title is a forbidding one to the novel-reader, and only the memory of Mr. Allen's other works of fiction, such as "The Choir Invisible," would tempt Summer readers to dip into anything so presumably deep. But we defy them to stop with one dip.

In the beginning, the Kentucky hemp has its own story to tell, and, instead of a prosy treatise, that one might expect, this prologue is delightful as a fairy tale. Then comes the romance, the old story of a man and of a woman; and yet, in such a different setting and so differently told from the hackneyed drawing-room love scenes that the power of it impresses and chains you. The book has much of the pathetic, but this is outweighed by a buoyant cheeriness breaking through the gray, and the bits of humor are of a fine quality. The story is illustrated with beautiful cuts; yet, so full of imagery is it that these are hardly necessary for perfection.

The literary person will add this book to his library, for its exquisite English; the lover of nature, for the fine descriptions; the philosopher, for the endless chain of argument, and the ordinary mortal, representing happily the majority, for its intensely human love story.

"Unleavened Bread" is the much-discussed title of a new novel, by Robert Grant. Not the name alone, but the book, has already created much talk, for it hits pretty hard the American woman of a certain type. Several critics declared that this brilliant satire had been directed towards the club woman; consequently, she arose in indignant protest. But, in spite of the bitter resentment in certain quarters, the book is going with a rush—about 20,000 copies already sold. This book will be read with delight in Canada by all who have watched the eager efforts of the parvenu to rise socially, for such a pro-



cess is not confined to the States of the Union.

Mr. Grant is a judge of a county probate court in Massachusetts and lives in Boston. He has written much, but in this book fame has reached him. One claim upon Canadian interest is, that he married a daughter of the late Sir Alexander Galt, of Montreal.

In "The Conspirators," Robert W.

Chambers relates the adventures of a young American cavalry officer, who is sent to the Duchy of Luxembourg as military attache to the American Legation, for it appears that there are complications arising between the United States and a certain powerful Empire which much disturb the tranquility of the little independent State. Among the living personages who figure in the story are the young Queen Wilhelmina of Holland, and the German Kaiser—"William the Sudden." "The Conspirators" is a capital story, with just enough mental stimulus to keep the imagination alive and to whet the curiosity.

"Red Pottage" continues its big sales, and, up to the present time, 80,000 copies have been sold in America alone.

"Hearts Impertunate," by Evelyn Dickinson, will soon be published by The Copp, Clark Co., and, later, "The Kings of the East," a romance of the near future, by Sydney C. Grier.

"Coffee and Repartee; and the Idiot," by John Kendrick Bangs, are now published under one cover. In cloth only, \$1.

The spreading war of to-day has warned the world that perfection in rifle shooting is an absolute necessity. Mr. W. W. Greener, one of the most expert marksmen in the world, has written "Sharpshooting for Sport and War," being a very thorough and valuable treatise on the science of firearms. The immediate foundation of rifle clubs is being advocated by the press everywhere, and this little volume will be found a fitting purchase for all who are interested in the schemes of either peace or war. It is published by The Copp, Clark Co., in paper cover; is well illustrated, and will retail for 30c.

Miss Weaver's "School History of Canada" (50c., 312 pp.), is a useful text book, well condensed, accurate and intelligently written. It covers the whole period from the first voyage of Cartier in 1534, to the Canada of the present year. There are maps and many illustrations, and the narrative is divided into paragraphs which impart to it system and point. School teachers, collectors of Canadian books, and libraries, will want Miss Weaver's book at once.

The Copp, Clark Co., Limited, are issuing "Hilda Wade," the last novel written by Grant Allen before his death. It is considered his greatest work in fiction. The story is a strong one, in which incident and adventure abound, and the scenes are laid in widely-separated localities. Hilda, the heroine, studies medicine with the noble purpose of freeing her father's memory from the stigma of a crime which followed him to his grave. With great strength of will, and tenacity of purpose, this courageous young woman accomplishes her aim, and forces a confession of guilt finally from the

PRESSES KEPT GOING AT TO HAVE AND TO HOLD PRISONERS OF HOPE

Mary Johnston—\$1.50 and 75c.

Tolstoy's Resurrection

3rd Canadian Edition—\$1.50 and 75c.

The Knights of the Cross

Henryk Sienkiewicz, 2 Vols.—\$1 per vol.

The Green Flag

A. Conan Doyle—\$1.50 and 75c.

The Farringdons

Ellen Thorneycroft Fowler—\$1.50 and 75c.

Repeated editions of the above books have been found necessary to fill the Canadian demand and we have other editions in press.

THE BEST BOOK ON THE AFRICAN QUESTION THE ENGLISH IN AFRICA

By Hon. David Mills, Minister of Justice—Cloth, with map, \$1.50.

IN THE PRESS.

Committed to His Charge

By R. & K. M. Lizars—Cloth, 8vo, \$1.00.

An acute and witty story of Canadian Parochial Life.

Christmas in French Canada, French Edition

By Louis Frechette, C.M.G.

The production of this admired work in the native tongue of the author is exciting much interest.

Soldiering in Canada

Recollections and experiences by Lieut.-Col. George T. Denison, late commanding Governor-General's Body Guard. Author of "Modern Cavalry," "A History of Cavalry," etc.

Henry's Travels

A reprint of the edition of 1899. Edited, with notes, by James Bain, Jr., Public Library, Toronto.

George N. Morang & Company

90 Wellington St. West, TORONTO.

LIMITED

real criminal. The story holds you from beginning to end.

In "The Princess Xenia," Mr. Marriott Watson deals with a theme which is very popular at the present day. It embodies the career of an adventurous and clever Englishman, who lives in Southern Germany, and who finds himself the possessor of a fortune of £3,000,000 or £4,000,000. This he devotes to a task requiring diplomacy and courage, namely, the union of three petty German States, outside the German Empire, into one compact State. We have abundance of Court intrigues, personal danger and, finally, war. Instead of hinting at these things, the author gives

them to us and, consequently, the book is a thrilling one from cover to cover. The Englishman designs to marry the Princess Xenia to one of the reigning princes in the neighborhood, but she has the good or bad taste to prefer the hero of the story. The consequence is, that we have in this book an excellent specimen of a thrilling modern romance.

THE GAGE
CO.'S NEW
BOOKS.

A study of the lists of W. J. Gage & Co., Limited, Toronto, is suggestive of timeliness, and the bookseller who is himself up-to-date knows the importance of having on his counters books that deal with

BOOKS AND PERIODICALS—Continued.

current affairs. People like to keep abreast of the times.

Take the "Red Badge of Courage," by Stephen Crane, whose portrait we are pleased to give our readers. Everyone is interested in war affairs, for we seem hardly to have brought the South-African troubles to a close before hostilities are opened in China. Mr. Crane's book, to which special interest attaches, owing to the recent death of the author, is considered his best work and is described as an episode of war. What is remarkable in the writing of this book is that, having never seen a battlefield, the



STEPHEN CRANE.

author is able to describe the minutæ of camp life in the battlefield as though the scenes had been indelibly stamped upon his mind by experience. The work furnished a magnificent illustration of the extent and vividness of the author's imagination, his powerful wording, and his wonderful dramatic genius. Metaphors and similes abound in rich profusion, living and actual as Homer's. Canadian readers will feel a keen desire to read this book, remembering at what sacrifice the "red badge of courage" has been won by our boys in South Africa. The book is being brought out in the best style of Gage & Co.—in attractive paper cover at the popular price of 50c. This book has never been issued in cheap form before, and Gage & Co. are to be congratulated on securing this timely edition for Canada.

Those who tell us that the shorter the title for a book or publication of any kind the better, will surely admire Marie Corelli's title of her new book. "Boy," without any qualifications or any sub-heading, is the title in full of this popular book. This is Marie Corelli's longest and most important book since her "Sorrows of Satan." It is a departure altogether from the line of her previous works. "Boy" is not a creature of the imagination, but is a most natural and interesting individual, and provides the author a subject for the discussion of an important problem of present-day civilization. The author prides herself, and with cause, on her knowledge of boys, whom she has known and studied from babyhood to manhood. In telling the story of her "Boy" she has some wise and interesting observations to make on the responsibility of parents to their children—a subject that, if old, is very much alive in this day, when

the boy and young man is to the front in most walks of life. Of the first English edition, 30,000 copies have already been sold, and the sale begun in Canada gives promise of supplementing these figures handsomely. The cover design of the paper-bound book, where the subject was somewhat a troublesome one, is winning general admiration. It is an attractive cover, and the bookseller knows how much that is worth for counter and window display.

"Deacon Bradbury," which is one of the recent books of W. G. Gage & Co., has declared its place as one of the big sellers of the year. It has not yet reached the figures of "David Harum," but its similarity in style is making it exceedingly popular among the thousands of "David

and becomes a permanent addition to the books we cherish." It is gotten up in the usual artistic style of The Gage & Co.'s books. Cloth, \$1.25, and in a paper cover, one of the handsomest issued by a Canadian house, at 75c.

It speaks well for the literary judgment of Gage & Co. when they secure books of the character of those already announced and of a book like "Robert Orange," by John Oliver Hobbes. This is the sequel to the "School for Saints" and gives promise of being one of the most cleverly written works from the pen of this exceptionally clever, thoughtful and fascinating writer. Many will be satisfied if the second part of the "School for Saints"



Winston Spencer Churchill

Specimen of a Book Cover.

Harum" readers. It is a story of New England farm life, and brings out in a charming manner characteristics in what in some respects is an exceedingly homely and ordinary style of living. There is something wholesome in the simple life of this New England farmer, and none the less so in the practical, sensible, vigorous, and honest characteristics of his wife and daughters. The characters stand out in contrast with those that are found in society and the more active walks of life. We can heartily indorse the criticism of Literature when it says: "We cannot sufficiently praise the art of this book. Let us indulge the hope of a great popular success for a novel which has filled us with admiration

should prove even half as good as the first part, but the outlook is for something better than this. Readers in all parts of the English-speaking world have been looking forward with considerable anticipation for the subsequent history of Robert Orange. They will not now need to wait long. Gage & Co. promise the book for the early part of this month and already large orders are being booked. It will be a book of 400 pages, bound in cloth, at \$1.25, and in tasty paper cover at 75c.

Another new book from Gage & Co., and that is now practically ready, is the "Girl at the Halfway House," by E. Hough, author of "The Story of the Cowboy." It is a narrative of Western life,

THE PUBLISHERS' SYNDICATE, Limited

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AND HOW TO IDENTIFY THEM.

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How to Know the Ferns

By FRANCIS THEODORE PARSONS (Mrs. Dana.) Crown 8vo, \$1.50 net. "A notably thorough little volume."—New York Tribune.

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Illustrated in Black and Colors.

By A. RADCLIFFE DUGMORE. \$2.00 net. "An artistic and beautiful book."—Christian Guardian.

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with which the author is peculiarly familiar and tells with marked ability. The dramatic picture of a battle, which has been compared to scenes of the "Red Badge of Courage" opens the story. The writer follows the course of the hero and his friend, a picturesque old army veteran of the frontier, then found on the Western plains. The third part of the story will be enjoyed by all who have read Mr. Hough's "Story of The Cowboy," it being called the "Day of the Cattle," and consists of sketches of the wild days when the range cattle covered the plains and the cowboy owned the land. It has been said of "The Story of The Cowboy," by an eminent critic, "that for fine literary work the author is to be complimented. Here certainly we have a choice piece of reading." It is enough to say that just as great a compliment may be paid to the literary style of the "Girl at the Halfway House."

The third of the list of new books that will come from the press of W. J. Gage & Co. during this month is "Winnifred," by S. Baring Gould. Need we say anything of the importance of this book finding a place on the shelves of every bookseller who likes to feel that his lists contain that which stands highest and best in fiction. It is sure to find a place in the libraries of all lovers of good literature. The story depicts English life in the eighteenth cen-

ture—depicts it in that inimitable way that marks everything that comes from the pen of S. Baring Gould. The scene is laid partly in rural Devonshire and partly in aristocratic London centres—a happy and interesting combination of two contrasted forms of English life.

PUBLISHERS'
SYNDICATE'S
NEW BOOKS.

The Publishers' Syndicate are handling at present some books which have a real interest for readers. They have a collection of books of special value to students of natural history, botanists and all those interested in the popular side of natural science. We have already noticed in this connection "Bird Neighbors" one of the most beautiful and attractive volumes ever issued in this country. So also is, "How to Know the Wild Flowers," by Mrs. Dana. This book is now issued in a new edition and, as the former one was a special favorite, the new and greatly improved edition can hardly fail to please a large circle of readers. It contains innumerable black and white plates which reproduce perfectly various specimens of plants, while the 48 colored plates (full size of the page) are splendid specimens of the color printing art.

"Our Native Trees," by Miss Keeler, is another fine work of the same class, and contains 178 illustrations.

This firm of publishers announce that

their book, "The Boys' Book of Inventions," has recently begun to sell very largely, and its merits are being recognized, as it seems to fill a felt want.

The Publishers' Syndicate are also showing the latest work from the pen of Prof. D. W. Forrest, D.D., who was appointed the other day to the professorship of apologetics at Knox College, Toronto. The title of the book is "The Christ of History and Experience," and it is marked by much scholarship and ability.

The same publishers have just issued for Mr. Thomas Hodgins, Q.C., in book form, his valuable monograph, entitled "British and American Diplomacy Affecting Canada, 1782-1899." In writing this chapter of history Mr. Hodgins has carefully examined the official records, most of them inaccessible to the general reader. The book is over 100 pp., and is illustrated with maps.

The Poole Publishing Company, Toronto, have been fortunate enough to secure for their list of books for Summer reading, two novels by two of the most noted writers of the day. One of these books, "The Bondwoman," by Maria Ellis Ryan, is one of the most talked of stories which have recently appeared. It has already sold to the number of 25,000, and promises to go

SIX SUMMER SELLERS.

The Reign of Law

A tale of the Kentucky hemp fields. By James Lane Allen, author of "The Choir Invisible." First edition of 50,000 (American) sold in advance of publication.

Unleavened Bread

By Robert Grant. The first American edition of 17,000 sold in one month.

The Conspirators

By Robert W. Chambers. A popular love story.

London to Ladysmith, Via Pretoria

By Lieut. Winston Spencer Churchill, war correspondent. A romantic record of the early war.

In Old France and New

By William McLennan, author of "Span O'Life." Stories of the *habitant* in Lower Canada.

A Master of Craft

By W. W. Jacobs, author of "Many Cargoes." A tale of wharves and decks, with splashes of sea.

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A catalogue of our Summer Books has just been issued, and may be had at all bookstores free of charge, or on application to

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PUBLISHERS

TORONTO

on selling. The story deals with the Southern States in the days of slavery, and the heroine, born a slave, but whose subsequent career is that of a woman of beauty and fashion, is a unique figure in fiction. The book ought to go well in Canada. It sells for 75c.

Another novel just issued by this publisher is "Dorothy Marlowe." It is written by A. W. Marchmont, whose rattling good stories "By Right of Sword," and "A Dash for a Throne," are so well known to readers of fiction. The present tale is not historical, but modern, and deals with the adventures through which the heroine, who is an heiress to three valuable crown jewels, passes. It is one of those stories in which sentiment and adventure are mingled, and as it ends quite happily, the average reader is certain to be satisfied. It also retails in paper at 75c.

A cute little souvenir for the vest pocket is being presented to the trade by The Brown Bros., Limited. It is a folding map of the business centre of Toronto (showing the fine new warehouse of the firm) enclosed in a nice scarlet leather cover. Accompanying it is a card of invitation to visit the new warehouse at 51 and 53 Wellington street west. Any dealer who has not had a copy of this handy map should ask for one.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between May 30, and June 27, 1900.

Compiled for BOOKSELLER AND STATIONER.

11412. *The Charge at Dawn.* March. By Samuel Davies Schultz, Victoria, B. C.

11413. *How Department Stores are Carried On.* By Wesley Briggs Phillips, Toronto.

11414. *The Devil of Names: And Other Lectures and Sermons.* By the late Rev. John Ellis Lanceley. William Briggs, Toronto.

11415. *A Canadian History for Boys and Girls.* By Emily P. Weaver. Copp, Clark Co. and William Briggs, Toronto.

11416. *Picturesque Cardston and Environments: A Story of Colonization and Progress in Southern Alberta.* Norman W. Macleod, Cardston, Alberta, N.W.T.

11417. *Our Canadian Boys.* Words and music by Richard Sarginson. J. L. Orme & Son, Ottawa.

11418. *Reliable Street Guide of Toronto.* Might Directory Co., Toronto.

11419. *The Late Right Reverend Alexander Macdonell: First Bishop of Upper Canada.* Photo. Mrs. Margaret Brew, Ottawa.

11420. *Welcome to Norsemen.* Bold

Norsemen from Over the Sea. By C. A. E. Harriss. Whaley, Royce & Co., Toronto.

11421. *Recitative Air and Chorus: Thrice Welcome Trusted Vassals!!* By C. A. E. Harriss. Whaley, Royce & Co., Toronto.

11422. *A Trip to and through South Africa.* By Joseph H. Aiken. James Walter Lyon, Guelph, Ont.

11423. *Pay, Pray, Prosper.* By Rev. John E. Hunter, Evangelist. Revised and enlarged edition. William Briggs, Toronto.

11424. *Then Thou Mayst Follow Me.* By C. A. E. Harriss. Whaley, Royce & Co., Toronto.

11425. *The Battle of Paardeberg and Surrender of General Cronje.* Pyro-Military Drama. Thomas W. Hand, Hamilton, Ont.

11426. *Truth and Fiction concerning Electric Belts.* By Dr. A. T. Sanden, Montreal.

11427. *Tyrrell's Society Blue Book for Toronto, Hamilton and London.* Wm. Tyrrell & Co., Toronto.

11429. *Song Bird Waltzes.* By Herbert Dore. R. K. Ferris, Toronto.

11430. *The Lyre of Orpheus.* Words by William Wilfred Campbell. Music by Jas. Edmund Jones. Jas. Edmund Jones, Toronto.

11431. *Flowers of Canada.* March song and chorus. Words and music by Herbert Dore. R. K. Ferris, Toronto.

This is a Specimen of one of our 25 New Cover Designs.

THE STRATHCONA



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- The Courier.
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- The Man Behind the Guns.
Copyright song "The Man Behind the Guns" on back cover.
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Lord Roberts' arrival at Modder River. Biography of Lord Roberts on back cover, with cut of Lord Roberts' son, Lieut. H. C. Roberts, V.C., who fell mortally wounded at Tugela River, Dec. 15, 1899.
- Rallying Round the Flag.
Copyright song "Rallying Round the Flag" on back cover.
- Sons of the Empire.
Copyright song "Sons of the Empire" on back cover.
- Soldiers of the Queen.
Copyright song "Soldiers of the Queen" on back cover.

LARGE QUARTO SCRIBBLERS.

- The Strathcona.
Pictures of Col. Steele and Officers of Strathcona's Horse on front cover. Back cover will have exact reproduction of the Sudbury flag presented to Strathcona's Horse, and a short biographical sketch of Lord Strathcona.
- When Johnny Canuck Comes Home.
Copyright song "When Johnny Canuck Comes Home" on back cover.

CROWN QUARTO EXERCISE BOOKS

- Soldiers of the Queen.
With copyright song "Soldiers of the Queen" on back cover.
- For Queen and Country.
With pictures of English Generals.
- Erin-go-Bragh.
With pictures of Irish Generals.
On the back of the above books is the song "Red, White and Blue."
- The Maple Leaf Forever.
With pictures of Canadian Officers.
- Under the Old Flag.
Union Jack design, with photographs of Canadian Officers.
- Our Heroes.
Union Jack design, with groups of Canadian soldiers. Copyright song on back of the above three lines, "Johnny Canuck's the Lad," and also copyright song "Soldiers of Canada."

LARGE POST 4to. EXERCISE BOOKS.

- Kimberley.
Pictures of the defenders and chief officers of relieving army on front cover. Story of siege and relief on back cover.
- Ladysmith.
Pictures of defenders and chief officers of relieving army on front cover. Story of siege and relief on back cover.
- The Hero of Mafeking.
Life-like picture of Major-General Baden-Powell on front cover. Story of siege and relief of Mafeking, and sketch of Baden-Powell on back cover.
- Britons All.
Copyright song "We're Britons None the Less, Sir" on back cover.
- The British Lion.
Song "The British Lion" on back cover.
- Canada Was There.
On front cover, charge of Canadians at Sunnyside, from actual photograph. Copyright song "Young Canada Was There" on back cover.

The bookseller and stationer who stocks himself up with our range of Scribblers and Exercise Books, making an attractive window and counter display, on the eve of the opening of school in the fall, will capture the school trade of his town just as surely as Lord Roberts captured Cronje and his 4000 men, Johannesburg and Pretoria. They are invincible. They are victors—every one of them. They will give a splendid start to your Fall business of 1900.

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FORTHCOMING BOOKS—READY FOR EARLY JULY.

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11432. *Lovely Jean.* Song. Words by Robert Burns. Music by Herbert Dore. R. K. Ferris, Toronto.
11433. *Dog Listening to a Talking Machine.* Picture. Emile Berliner, Washington, U.S.
11434. *Indian Canoe Races at the Gorge.* Photo. John Wallace Jones, Esquimalt, B.C.
11435. *North Pacific Squadron at Anchor, Esquimalt Harbor.* Photo. John Wallace Jones, Esquimalt, B.C.
11436. *Hurrah for British Soldiers!* Song published in *The Toronto World*. Temporary copyright. John F. Davis, Toronto.
11437. *Grafton's Exercises in Arithmetic, No. 1.* Herbert J. Silver, Montreal.
11438. *Grafton's Exercises in Arithmetic, No. 2.* Herbert J. Silver, Montreal.
11439. *Jesus Hath Died.* Words and music by Herbert Dore. R. K. Ferris, Toronto.
11440. *Health Through Nature's Laws.* By A. Wallace Mason, M.D., Toronto.
11441. *Philip Winwood.* Presented anew by Robert Neilson Stephens. Illustrated by E. W. D. Hamilton. William Briggs, Toronto.
11442. *The Purple Robe.* By Joseph Hocking. William Briggs, Toronto.
11443. *Kloochmans Race at the Gorge.* Photo. John Wallace Jones, Esquimalt, B.C.
11445. *His Last Letter.* Lithographed calendar. William J. Bullman, Winnipeg.
11446. *Bird's Eye View of the City of Winnipeg.* Lithograph. William J. Bullman, Winnipeg.
11447. *L'Indicateur de Quebec et Levis, 1900-1901 (The Quebec and Levis Directory, 1900-1901).* Boulanger et Marcotte, Quebec.
11450. *I Love Thee So.* Romanza. Words by Leontine Stanfield. Music by Reginald de Koven, Op. 158. Church Co., Cincinnati.
11451. *It Was a Lover and His Lass. From As You Like It.* Words by William Shakespeare. Music by Reginald de Koven, Op. 159. No. 1. Church Co., Cincinnati.
11452. *Where the Bee Sucks.* From *The Tempest.* Words by William Shakespeare. Music by Reginald de Koven, Op. 159. No. 2. Church Co., Cincinnati.
11453. *O Mistress Mine. Where are You Roaming.* From *Twelfth Night.* Words by William Shakespeare. Music by Reginald de Koven, Op. 159. No. 3. Church Co., Cincinnati.
11454. *So Sweet a Kiss the Golden Sun Gives Not.* From *Love's Labor Lost.* Words by William Shakespeare. Music by Reginald de Koven, Op. 159. No. 4. Church Co., Cincinnati.
11455. *Tell Me Where is Fancy Bred.* From *The Merchant of Venice.* Words by William Shakespeare. Music by Reginald de Koven, Op. 159. No. 5. Church Co., Cincinnati.
11456. *The International Bureau and Agency Association.* Andrew James Clark, St. Thomas.
11457. *Letter Collecting Form.* Orville Ezra Collins, Toronto.
11458. *The Universal System of Book-keeping.* By Cyrille Leveque, St. Henri de Montreal.
11459. *The Alexander Cable Code.* By James Alexander, Montreal.
11460. *A Short History of South Africa.* By Gilbert Wintle, Como, Que.
11462. *Dillon's Milk Book and Ledger.* Thomas J. Dillon, St. John, N.B.
11464. *The Relief Column. March and two-step.* By Elmer H. Smith. T. Eaton Co., Limited, Toronto.
11466. *Les Origines du Droit Franco-Canadien.* Par Rodolphe Lemieux, LL.D., C.R. Camille Theoret, Montreal.
11467. *Ready Reckoner Wage Table.* Charles Curtis, Toronto.
11468. *Rallying Round the Flag.* Patriotic Song. Words and music by H. H. Godfrey, Toronto.
11469. *Soldiers of Canada.* Words and music by H. H. Godfrey, Toronto.
11470. *Take Her Back, Dad.* Words and music by Andrew B. Sterling and Bartley C. Costello. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
11472. *Plymouthism and the Modern Churches; or Life, Light, Law and Learning.* By Rev. Alexander Miller, Kintail, Ont.
11473. *L'Art de s'Habiller Soi-Meme.* Par Mme. Boudet. Etienne Boudet, Montreal.
11474. *Post - Mortem Examinations: Methods and Technique.* By John Caven, B.A., M.D. Illustrated. J. A. Carveth, Toronto.
11476. *Canadian Summer Resort Guide, 1900.* Seventh edition. Frederick Smiley, Toronto.
11478. *The Belle of Mafeking.* Waltz. By A. Wellesley. Willimott H. Billing, Toronto.
11479. *The Life Story of Finlay Booth.* By Rev. Hamilton Wible, B. A., Winnipeg.
11489. *That Little Girl I once called Mine.* Song. By Willie D. Price. Arranged by Jos. Clauder. Chas. K. Harriss, Milwaukee.
11481. *The Maritime Provinces: New Railway, Post Office, Municipal Division and County Map of Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland, with Distances.* Compiled from the latest Government Surveys and other official Sources, 1900. Dominion Publishing Co. Hamilton.
11483. *Le Sport; Guide Officiel, 1900.* J. Philibert R. Drouin, Montreal.
11484. *For Queen and Flag.* Words and music by Sarah A. Peter, Collingwood, Ont.
11485. *Oh, Shining Light.* Song, with organ accompaniment. By Spencer Adams. Vandersloot Music Co., Williamsport, Penn.
11486. *A Frangesa.* March. Arranged by E. Kaiser on the popular song by P. Mario Costa. G. Ricordi & Co., London, Eng.
11487. *The Home Music Teacher.* Charts. Charles Anderson, Toronto.
11488. *Bring Back the Hat that Kruger Wore.* Words by George Falkner. Music by J. M. Maitland. Canadian-American Music Co., Toronto.
11489. *Second Battalion March.* Royal Canadian Regiment, by J. M. Maitland. Canadian-American Music Co., Toronto.
11490. *Canada My Country.* Words by Mrs. Cecil Bowen. Music by J. A. Warner. Canadian-American Music Co., Toronto.
11491. *Queen and Country.* Song. Words by Ernest A. Creasy. Music by R. Geddes-Harvey, E. A. Creasy, Arizona, Man.
11492. *The Division Courts Act for the Province of Ontario.* Second edition. By James Bicknell and Edwin E. Seager, Toronto.
11493. *Toronto Album of Views.* Dominion Publishing Co., Toronto.
11494. *Relief of Mefeking.* Song. Words and music by J. Coulter, Port Robinson, Ont.
11495. *Canada's Gallant Heroes.* Song. Words and music by J. Coulter, Port Robinson, Ont.
11496. *Pastor's Register.* By Rev. R. H. Abraham, M.A., Sc.D.
11497. *Group of Strathcona Horse on board ss. Monterey.* Photo. Henry Dunsford, Montreal.
11498. *Rifle Drill—ss. Monterey.* Photo. Henry Dunsford, Montreal.
11499. *Strathcona Camp, Cape Town.* Photo. Henry Dunsford, Montreal.
11500. *Standard Bank, Cape Town.* Photo. Henry Dunsford, Montreal.
11501. *L. J. Papineau. Haut-relief.* Napoleon Bourassa, Ottawa.

BEST SELLING BOOKS IN JUNE.

OTTAWA.

1. "The English in Africa" (Mills).
2. "Treasury of Canadian Verse" (Rand).
3. "To Have and To Hold" (Johnston).
4. "The Farringdons" (Fowler).
5. "Redemption of David Corson" (Goss).
6. "London to Ladysmith" (Churchill).

KINGSTON.

1. "Three Men on Wheels" (Jerome).
2. "The Farringdons" (Fowler).
3. "Prisoners of Hope" (Johnston).
4. "The Natal Campaign" (Burleigh).
5. "Autobiography of a Quack" (Mitchell).
6. "Ordered South."

MONTREAL.

1. "Sophia" (Weyman).
2. "The Orange Girl" (Besant).
3. "London to Ladysmith" (Churchill).
4. "Renouf's Montreal Album of Views."
5. "Deacon Bradbury" (Dix).
6. "Canadians in Khaki."

HALIFAX.

1. "The Bath Comedy" (Castle).
2. "Wild Animals I Have Known" (Thompson).
3. "London to Ladysmith" (Churchill).
4. "A Maker of Nations" (Boothby).
5. "The Farringdons" (Fowler).
6. "Quo Vadis" (Sienkiewicz).

ST. JOHN.

1. "To Have and To Hold" (Johnston).
2. "Prisoners of Hope" (Johnston).
3. "The Green Flag" (Doyle).
4. "Sophia" (Weyman).
5. "Janice Meredith" (Ford).
6. "The Orange Girl" (Besant).

WINNIPEG.

1. "To Have and To Hold" (Johnston).
2. "Prisoners of Hope" (Johnston).

3. "Joan of the Sword Hand" (Crockett).
4. "Three Men on Wheels" (Jerome).
5. "London to Ladysmith" (Churchill).
6. "The Natal Campaign" (Burleigh).

VANCOUVER.

1. "The Farringdons" (Fowler).
2. "To Have and To Hold" (Johnston).
3. "Joan of the Sword Hand" (Crockett).
4. "The Voice of the People" (Glasgow).
5. "Three Men on Wheels" (Jerome).
6. "The Sword of Justice" (Stevens).

VICTORIA, B. C.

1. "From London to Ladysmith" (Churchill).
2. "To Have and To Hold."
3. "Prisoners of Hope."
4. "The Farringdons."

UNITED STATES.

1. "To Have and To Hold" (Johnston).
2. "Sophia" (Weyman).
3. "Red Pottage" (Cholmondeley).
4. "Unleavened Bread" (Grant).
5. "Resurrection" (Tolstoy).
6. "The Farringdons" (Fowler).

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Note well our B. size, which contains information regarding the sittings of Superior Courts throughout Canada. The legal fraternity will find these of especial value.

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CLARK COMPANY

Limited

TORONTO.

HAND BOOK OF THE

CANADIAN Customs Tariff

AND EXCISE DUTIES

WITH

List of Warehousing Ports in the Dominion, Extracts from the Canadian Customs Acts, Sterling Exchange, Franco, German Rixmark, and the principal Foreign Currencies at Canadian Customs values, and other useful tables.

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WILLIAM BRIGGS

PUBLISHER

29-33 Richmond Street West . . . TORONTO

FANCY GOODS AND STATIONERY.

THE ENGLISH TRADE. "If the British houses do not increase their trade in Canada," said a leading stationer a day or two ago, "it will be their own fault. Under the new preferential tariff the conditions are very favorable for an extension of business in stationery with English concerns. The American travelers who come over to Canada for stationery concerns on the other side are exceedingly expert men. They know the wants of their customers as well as the customers do themselves. Also, American stationery goods are apt to be more suitably turned out for the Canadian market. At the same time, the English goods, especially in papers, papeteries, playing cards, pens, etc., must be considerably benefited by the new tariff rates. I imagine that Canadian manufacturing stationers will hold their own trade, with some effort, it is true, but they will probably hold it. The English concerns should be careful to see that they are represented in this country by the right kind of a man, who does not overseil to any dealer and who takes the trouble to understand the peculiar wants of Canadian dealers. For instance, the term 'Colonial market' does not apply to Canada as it does to Australia, and it won't do for English concerns to think so."

* * *

PRESENT TRADE The present state of trade is satisfactory. The importing and manufacturing concerns are pleased with the orders already placed and with the prospects ahead, and the retail dealer, except at one or two points, has no reason to complain. Wholesalers say that miscellaneous stationery orders are larger than usual and that the school trade is good.

The wise dealer at the present moment is carefully overhauling his stock for the school trade, taking care that he lacks none of the requisites needed when the demand springs up. The prudent dealer is also making every effort to catch tourist trade which promises to be quite good this year as, despite the backward season, the excursions

are numerous from the States, and trains and boats are already crowded.

It may also be said that the prudent dealer does not overbuy. It is well to keep a well-assorted stock, but to load the shelves with goods that are not sold is the sure road to unsuccess. There is no use in carrying a larger stock than one's business warrants, and there is no more reason why staple stationery should be allowed to lie on the shelves unsold than staple goods in any other line of trade. It will pay the dealer to consider this point.

* * *

THE PAPER MARKET.

The paper situation continues exceptional. Prices in Canada continue to rule firm, and the mills are refusing orders for delivery before August and September. Some orders were attempted to be placed in the United States. In some cases, however, the mills there are closing down for the Summer months, possibly with the idea of restricting the output and thereby maintaining prices. One paper buyer in the stationery trade says he intends to buy more largely in the English market from this time on, as he feels sure that it will pay him to do so.

* * *

PATRIOTIC STATIONERY.

The Copp, Clark Co., Limited, are showing two new khaki papeteries, both in the princeps size. The first is "The Grand Old Flag," with each sheet embossed with the flag in gilt and colors. The second has each sheet embossed also, and medallion photographs of the principal British generals in South Africa—Roberts, Kitchener, etc. In addition to this they have "Red Cross," "Bobs," "Queen Imperial," "South-African," and other patriotic designs. In connection with this might also be mentioned two or three lines which are of much timely interest. First, their is a very pretty souvenir card called "Lest We Forget." It is having very large sales. It is in booklet form, with a patriotic verse, and, on another sheet, Canadian wild flowers pressed. It retails at 20 or 25c. The booklet is tied together with narrow red, white and blue ribbon. There are also two lines of cards. One is in the form of a folded post card, and represents the chief

figures of the South-African War in a more or less humorous way, especially old Kruger. These cost 60c. a dozen, and are quite a striking novelty. The lines of post cards which the same firm are handling are likewise very seasonable. These are patriotic lines, with such designs as the British lion, Highland piper, Britannia, etc., etc., lithographed in colors. They sell in packages, four cards to the package, at 30c. per dozen packages. There are sixteen different designs.

The same firm are showing a number of new things in key chains and rings. In one there are three divisions to the ring, so that different kinds of keys can be put in separate divisions, which is convenient. This kind will retail at 15c. Then there is a line at 60 and 80c. mounted on cards. There is a large range of key rings to retail at 1 to 5c. A handsome new novelty is the clock paperweight, which should retail at \$2.

The travelers for The Copp, Clark Co., Limited, are showing a new set of fountain pens, Lapham's "Royal." This range is an exceedingly attractive one in assorted finishes and shapes, pearl and solid gold holders. Some of the pearl pens are hexagon shape. There is a demand at present for a handsome fountain pen for presentation purposes, and on these pens there is a blank left for initials to be engraved. The whole range is one of the most attractive yet shown in this market. This firm have the covers all ready for filling orders for scribblers and exercise books. The "Khaki" registered design is proving a very big seller, as is also "Bobs."

The Brown Bros., Limited, wholesale and manufacturing stationers, Toronto, are always adding something new to their immense variety of stationery supplies. One of the latest is the pure carbon letter books, which require no press, no water, no work, no time, and you can use any ink, any paper, any pen, anywhere. Every stationer will find that these books will be called for, and should be carried in stock. Another useful novelty is the "Autographic" indelible linen marker, by the means of which linen and other fancy goods can be marked indelibly as easy as with an ordinary lead pencil upon paper; no blurring or blotting, no pen to stick in the fabric and scatter the ink. The ink is a new composition, and, besides being indelible, is absolutely fast black. The outfit consists of the marker, brush, ink and stylus, put up in an attractive box.

The trade would find it to their benefit to

THE BROWN BROS. LIMITED

WHOLESALE STATIONERS, PAPER DEALERS.

MANUFACTURERS OF

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Our Paper Department is unexcelled for quantity, quality and styles. Our special makes and watermarks are:

- Fairfield Ledger—Azure and White Wove.
- Wellington Ledger—Azure and White Wove.
- B.B. Linen Ledger—Azure Laid.
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BONDS AND LINENS.

- Astoria Bond—White and Toned.
- Contract Bond — “ “
- Alberta Bond — “ “
- Acadia Linen—Cream Laid.
- B.B. Linen — “ “

WRITING PAPER, FLAT.

- Scotia—White Wove.
 - Pearl— “ “
 - Maplehurst—White Wove.
 - Algonquin—Cream Laid.
 - Iroquois— “ “
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 FREE
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OUR CATALOGUES of standard and popular music, both vocal and instrumental, are at the disposal of the Canadian Trade. Write for our terms. We are the Copyright owners of the phenomenal success, **“SOLDIERS OF THE QUEEN.”**

Anglo-Canadian Music Publishers' Association
 88 Yonge St., Toronto. Limited

PATRIOTIC STREAMERS

FOR DECORATIONS.



“Dancing Girl” Brand CREPE PAPER

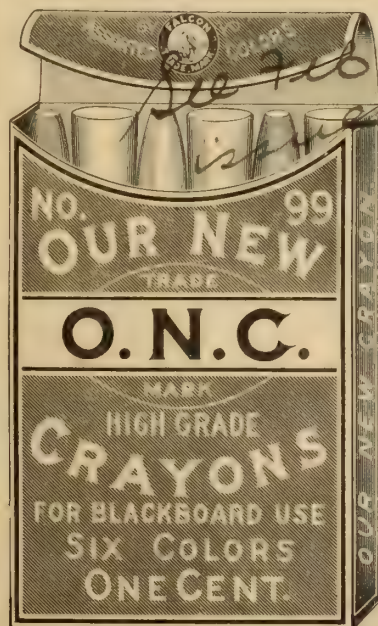
IN National Colors, Red, White, Blue, 4 ft. 6 in: long, 6 in wide.

Each streamer is rolled up and banded. Very effective for decorating HALLS, HOMES, and STORES. To be had of all the wholesale stationers and fancy goods dealers.

TRADE MARK.

HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

FOR SCHOOL CRAYONS



Write the Best and Finest

Manufacturers in the United States

The inserted cuts represent two of our . . .

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

FANCY GOODS AND STATIONERY—Continued. visit the fine new building now occupied by The Brown Bros., Limited, and inspect the various departments, which are ahead of anything in their line in the Dominion.

NERLICH & CO.

This firm's showing of fancy goods and toys for the Fall and holiday trade is almost complete, and their travelers are starting on their respective trips.

As usual, their range in all departments is very large, and new and striking novelties



NERLICH & Co.—Preserved Palms.

are everywhere in prominence. THE BOOKSELLER'S representative noticed numerous improvements that the trade should welcome, about the most conspicuous being the general tendency for better quality goods, that ever come into demand in prosperous times.

In celluloid cases, this year's new dark colors and decoration designs strengthen the importance of the line materially, and the ebony celluloid manicures, with sterling mounted fittings, have a richer effect than anything of the kind before shown. They can be retailed with a good profit at from \$3 to \$5 each. In albums, a growing objection has been overcome by Nerlich & Co. having all their better lines made so as



NERLICH & Co.—Albums.

to accommodate either cabinets or the newer 5 x 7 size photos. Photo frames are also to be had to hold the larger pictures.

Preserved palms and other plants are increasing in popularity, both for store and

home decoration, and here is found a good variety of specimens preserved by the most durable process. They retail at popular prices.

In looking over the usual vast line of dolls carried by this house, a very striking feature is the khaki soldier dolls. They retail at from 25c. to \$1, and are sure to take well. In doll furnishings, a new line of enameled steel doll cradles and beds, to retail at from 15c. up, are very desirable.

In European and American toys of all descriptions, this house show big assortments of staple lines and many new mechanical, musical and novel toys.

Nerlich & Co. are working on their illustrated catalogue for Fall and holiday trade, and BOOKSELLER readers who will send in their names will be mailed a copy as soon as it is completed.

A RECORD BREAKER.

Warwick Bros. & Rutter, sole Canadian agents for the "Khaki" playing cards, report that the advance sale of this line has been such that the first shipment has already been exhausted.

A second lot has just come to hand, and dealers who have not already ordered should do so at once to insure their orders being filled promptly.

The feature of the card is that it is not only a beautiful, patriotic souvenir, but also excellent value as a stock playing card, being hand-somely boxed, with gold edges, to retail at 50c. per pack.



NERLICH & Co.—China.

tablets just marketed by Warwick Bros. & Rutter. On each sheet of the paper in the pad is lithographed in colors a unique design showing the British and Canadian flags interwoven, together with the coat of arms of Great Britain and the historic Canadian beaver. The cover of the pad is embossed with the same design in enlarged form, and gives the finishing touch to a most attractive writing tablet. The "Empire" fills the universal demand for patriotic stationery, and no dealer should be without it.

Another popular line shown by the same house is a papeterie embossed with the Canadian flag. This line is now looked

upon as a standard stock number. The paper and envelopes may also be had in bulk, embossed in the same way.

The travelers representing Warwick Bros. & Rutter are now on their respective routes showing Tuck's famous line of art publications. Nineteen hundred promises to be the banner year for Christmas cards and calendars, the sales of one traveler alone for this house being already 37 per cent. ahead of last year, when the sales of their goods were thought to have reached high-water mark. Undoubtedly part of the increase is due to the beautiful patriotic designs, to which we referred more minutely in a former issue. It is also owing to this series that the line is being shown so late this year, but dealers are being amply repaid for withholding orders.

Another line Warwick Bros. & Rutter have just placed in the hands of their travelers is a series of fancy papeteries for this season's trade. Lack of space prevents us giving details of the series this month, but we will do so in a later number.

All sorts and conditions of envelopes are to be found at The Barber & Ellis Co.'s, but official envelopes are a specialty with this well-known house, more being turned out of their large factory yearly than by all the competing Canadian concerns combined. Banks, insurance companies, legal firms and all large institutions invariably seek the Barber & Ellis goods.

All the up to date stationers and lithographers seem to handle the "Lion" series of steel pens, which have made a good record for themselves not only in the mercantile world, but also in the realm of society. The Barber & Ellis Co. are the selling agents, and cheerfully forward samples of "Lion" pens to the trade on application.

Wedding stationery, of all stationery, must be strictly "a la mode." The wedding goods of the Barber & Ellis Co. are in great request this season, being as correct and aristocratic as the highest grade of imported goods, yet, of course, being home-manufactured, retailed at a much lower price. People are waking up to the fact that there's no need to go farther and fare worse, for the Dominion is not behindhand in the matter of stationery, whether it be wedding goods, social stationery, or that in request by the man of business.

The H. A. Nelson & Sons Co., Limited, claim to have the finest line of dolls in the country, and that a glance at this assortment justifies the claim. Many novelties are shown in this range, including the tumbling doll, which throws a so mersault if you hold him the right way and humor his fancy. A good feature this season is the extra fine line of magic lantern slides, to fit any lantern in their collection. The school season will soon be on, so hold orders till you see this company's line. Some handsome scribblers are making their appearance for the first time. Last year this company showed a line of opal glass goods, colored in fine rococo work, with very handsome flower decorations in natural colors. A new line of rubber, squeaking balloons has just arrived and are selling well.

NERLICH & CO.

Direct Importers.



FANCY GOODS.

Our stock line of Fancy Goods for this season is larger than last year, and a comparison of prices will dispel any anxiety as to "advances." As good, and better values than ever are prominent in all lines, and novelty, as well as variety, prevails.

All cut on this page returned to Nerlich & Co.



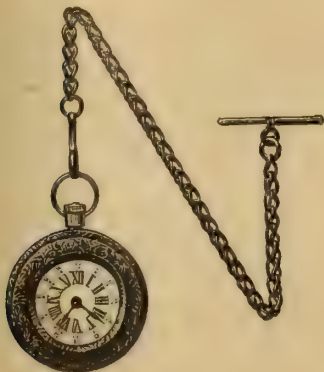
DOLLS.

An immense range, including every known and popular style. See our Khaki Soldier Dolls—they're big sellers.

We are proud to enjoy a certain distinction for our Doll trade, and spare no effort to merit increased success.

TOYS

Forty seasons buying direct from the makers, and a resident European buyer in the toy centres give us a special and direct connection that our patrons profit by.



NOVELTIES.

Under this heading comes a host of articles of varied merit that every year flood both home and foreign markets. We aim to offer to our customers all that is desirable in this line, and feel sure our present showing offers more "business-getters" and profit-winners" than can be found elsewhere.

NERLICH & CO.

35 Front Street West,

- -



TORONTO

WALL PAPER AND DECORATIONS.

WISHING to give readers a little advance talk on wall paper for the coming season, the representative of BOOKSELLER AND STATIONER called on M. Staunton & Co., Toronto, and was shown through the firm's new line of samples for 1901, which is now completed, and which will be shown to the trade by their travelers, commencing about July 1.

The manager expressed their satisfaction that the past season's business was far ahead of any previous year, the increase being particularly noticeable in the better grades of goods. The repeat orders during the Spring, after the goods started to sell retail, were enormous. M. Staunton & Co. think that there is no better proof than these repeat orders that their goods are popular sellers. Two trunks full of new samples were ready for our representative's inspection. The writer does not pretend to paint word pictures, or even to be able to appreciate to the fullest extent the artistic in the Staunton line, but a little art can be mingled with a good deal of commercial hard sense in presenting a few of the most forward features in this immense line from inspiration caught while the man in charge turns over the leaves in the almost innumerable books of samples.

Commencing with the better goods in the line, amongst the first books we had a peep into were the ingrain combinations. It is safe to say these will be a revelation to the trade of what this firm can do in artistic productions. The number of different colorings of ingrains has been increased 25 per cent. over last season, only six of last year's leading colors being retained, all the other shades being absolutely new. 9, 18 and 21-in. borders are shown with each coloring, every one of these being blended, and the silver and gilt fritters, and multi-colored bronzes add life and brilliancy to these goods. Matched ceilings are, of course, shown for each border, as is the case throughout the entire line. These very attractive goods will, undoubtedly, bring a large return in output to the firm. As an extra ceiling, M. Staunton & Co. show a five point star design in flitter and gilt on suitable colorings for church or Masonic hall decoration.

In speaking of ingrains, it may be proper just here to mention some new ideas that have been advanced in figured papers to take the place of ingrains. Many people are now asking for something different to the entirely plain ingrain ground, and are

demanding small simple patterns, unobtrusive but neat and artistic; something that will make good backgrounds for pictures and art objects, and that will give a somewhat more furnished appearance to the walls. A hint was enough for Staunton, and this want has been carefully provided for. We picked three patterns for special mention in this class—one a very dainty narrow stripe, another a small empire wreath, another an all-over conventional leaf design in two colors. These are all shown in silk effects, as well as in plain grounds with appropriate ceilings and friezes.

Some beautiful new things are shown for parlors and boudoirs in a line of silk papers, the lustrous effect of the material being admirably reproduced. Half-a-dozen books of 22-inch papers were now brought forward. The splendid range in design and colored effects would seem to cover every requirement that the dealer can possibly be called upon to supply. In the colorings, there is a wealth of variety from white grounds through medium tones of ivory, pale blues, greens, etc., to the deep rich colorings of leaf and moss greens, holly reds, empire reds, etc. Looking through these goods makes one almost wish that they had a new house to decorate, one having two or three parlors, and as many halls, dining-rooms, libraries, etc., as possible, so that a fair representation of the beautiful things shown might be made use of. The line is strong in good bold florals. One large poppy design is particularly worth mentioning—bright, bold colorings in the artistic grouping of the massive bunches of flowers producing beautiful effects, and we miss our guess if this is not among one of the quickest sellers in the line.

Turning to the 18-inch patterns there is food for talk for a column or more description of the seemingly endless variety of gilt and embossed papers of all prices and styles. Every individual taste and desire of the prospective customer seems to have been carefully thought out in advance, and provided for in these goods.

A dainty French stripe of the Empire period attracts notice in many beautiful colorings for parlors, boudoirs and bedrooms. Other lines which the dealer will be quick to appreciate, and his customer after him, are the new canvas or burlap effects. The wonder is how the woven effect of the original can be so admirably reproduced in the groundwork of these papers. To-day

these goods are sold for a few cents a roll, where the hand-stencilled burlaps, which they portray, cost up into the dollars per square yard, and produce no prettier effects for the extra cost.

Last year's tapestry designs were very favorably received. The splendid range of them which the firm have to offer this year are sure to result in largely increased sales. Some of the Oriental blue colorings in these goods commend them as luxurious decorations for smoking dens, or Oriental rooms.

Their special heavyweight glimmers are again exceedingly attractive in their rich grounds and effective colorings.

Another turn and we face the standard lines of glimmer papers and white blanks. Naturally enough we have dwelt at a little greater length among the higher grades, but in the whole Staunton line there is not a pattern or a coloring shown but deserves attention. Starting right down at the cheapest grades of ungrounded goods the colorings and designs bear evidence, and show practical and workable ideas that are only born of long experience.

The writer would judge from a very careful survey that the whole line has been designed and colored with the object of placing before the Canadian trade a thoroughly representative line of goods that will find a ready sale and yield a good profit to their many customers, and the dealer who wishes to put before his patrons the very newest creation of the leading wall paper designers displayed in colorings that leave nothing to be desired for beauty and attractiveness will find it in this line.

In this issue are shown half tone reproductions of a couple of Staunton's 1901 designs; others will be shown in these columns from month to month.

WALL DECORATIONS.

THERE is probably no money sacrifice so quickly forgotten as that made in the use of wall paper. When one thinks of the contrast between a dull-looking room, made so by soiled and probably dilapidated paper, no doubt illustrating the gloomy colorings and severe heart-breaking patterns of years ago, and that effected in the same room by the hanging of a bright, cheerful, clean paper, it is astonishing that there should be anyone who requires reminding of what may be done by such small outlay.

If one considers the influence of bright surroundings on the mind, possibly strained and tired with the little worries of the day, it becomes a duty to consider this matter in which expense cuts little figure in proportion to results obtained.

Recent medical experiments have proved the quieting and beneficial influence pro-

THE
WATSON
FOSTER
COMPANY
LIMITED

WE DO NOT PROPOSE
TO REST UPON THE
HONOR OF A
SUCCESSFUL PAST. . .



BUT HAVE RATHER
REDOUBLED OUR . . .
EFFORTS TO MAKE
THE SEASON OF 1900 I



NOT ONLY A
COMMERCIAL BUT . . .
AN ARTISTIC SUCCESS
IN YOUR ESTIMATION



THE RESULT IS . . .
A LONG LINE OF . . .
EFFECTIVE STYLES IN
EXCLUSIVE DESIGNS



OUR TRAVELERS WILL
CALL IN JULY, AND
WE HOPE TO SECURE
YOUR ORDER ON THE
STRENGTH OF MERIT

WALL PAPER AND DECORATIONS—Cont'd. duced on violently insane persons by confining them in rooms decorated in bright colors, such as reds, yellows, etc., while the very opposite results were obtained from such shades as cold greys, certain shades of blues, etc. The effect of color on the mind is therefore obvious and everyone is



"Staunton" No. 1341.

influenced by it, with or without their knowledge. A large percentage of people drift into a monotonous sort of existence, which they only realize by accident, and then wonder why it never occurred to them to change and brighten up their environment, especially that portion of it most important—the walls.

The artistic designs and soft colorings of modern wall papers are so varied and easily obtained that harmony with carpets, curtains and furniture is secured, and a pleasing and restful effect produced out of all proportion to cost.

Our advice is, therefore, to wives and mothers—make home attractive and bright in appearance, and you will be surprised how quickly it will become so in fact. To this end, we claim the shortest cut is wall decoration, which often means the removal of years of oppressive surroundings, and when intelligently done, will influence the spirits and make cheerful the faces of the very children.

WALL PAPERS AT THE PARIS EXPOSITION.

A correspondent, who is doing the Paris Exposition, writes: "The decorative arts department contained to my mind some most attractive and novel exhibits of 'papier peint' (wall papers). It is very interesting to note the very radical change in color and design evidently introduced within a period of two or three years past. It was quite the most instructive department that I visited, and I spent many hours for several days admiring these wonderful schemes of color and beautiful, though strange, design motifs. I may say that a true French feeling pervaded them all. Any attempt to portray the sweet harmony of tones without real color would be quite impossible. Could I not compare it with the most classical of music in sweet but subdued harmony?"

"I may venture to suggest that some of the designers producing these marvels are the first in their special lines; and I have observed nothing in England worthy of comparison. It may be well to note that in all the collection (comprising several hundred) not one was treated in a naturalistic manner. Floral designs in which the French artist revels and excels were the exception."

WALL PAPER TRADE NOTES.

Fawn color or antique oak woodwork may have dark dull drab walls with a frieze of gobelin blue or red, dull drab, gobelin blue or red cornice, light drab ceiling, with upholstery of drab, gobelin blue and gobelin red, and draperies of blue and Nile green.

By a judicious selection of wall papers, one can easily have "pink rooms," "blue rooms," "old gold rooms," and so on; taking care to introduce with each preponderating color, a sufficient amount of chromatic contrast to show the skill of the decorator.

Ivory enamel woodwork may have warm ecru walls with a frieze of old rose, chocolate, ecru and old rose cornice. A light

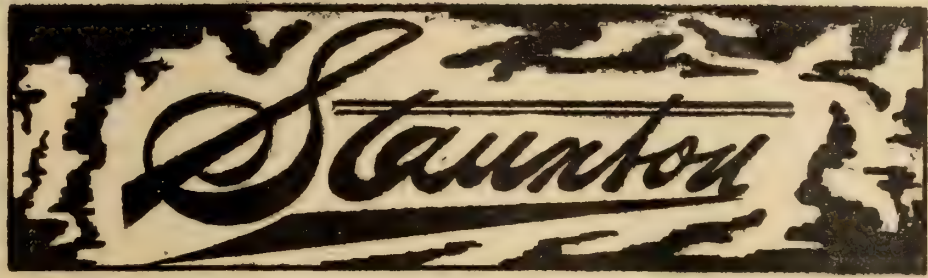
warm ceiling should be used, and the upholsterings should be of old ivory, ecru and chocolate, and the draperies of capote blue.

Sometimes the wall paper of a bedroom is faded, and yet not damaged in any way, and the cost of repapering cannot be entertained. In such a case, distemper the walls. Com-



"Staunton" No. 1343.

mence by pasting down all loose edges, then procure some whiting—say, about 15 balls—break it up into a large pail or tub half filled with water, and when soaked pour off the surplus water. Into this put ½ lb. prussian blue ground in turpentine, and mix well. Heat some size with a little water added, and, when melted, pour it



“They’re Off!”

Our travellers are now on the road.

They start away this season with the grandest line we have ever made up.

*Returned to
P. B. Hetherford*
The designs and colorings are chosen with care and for their thorough suitability for Canadian trade.

Every pattern is made with the idea that Canada is the place to sell it and the only market for its disposal.

We believe we have in the Staunton

Wall Papers

line for 1901 covered the entire range of the trade’s requirements from the cheapest grade all through the line of Blanks—Glimmers—Gilts—Embossed—Silks—Fabrics—Tapestries—Stripes—Ingrains—Friezes—etc., and the prices are not the least interesting feature.

Experience tells you it will pay you to see the Staunton line before making your selection for 1901 trade—and your favorable opinion is a foregone conclusion.

See one of our travellers.

M. STAUNTON & CO. TORONTO
MANUFACTURERS.



over the whiting, stirring meanwhile. Strain it through some coarse muslin or canvas, and when cold it will be ready for use. Previous to distempering the walls, melt some size with water and a little of the distemper added, and give the paper a coat of this.

Light shades of paper make a room much more cheerful. Large figures make a room look much smaller, and cause much waste in matching. Low rooms should be papered with striped paper, the stripes running up and down, thus causing the room to look higher than it really is. Subdued tints correct the fault—the glare—of too many windows. The best effect is produced by having a paper with pattern and colors of a quiet tone, such as do not at once strike the eye on coming into the room. The paper should relieve the furniture that stands in front of it, not attract attention to itself.

THE IMPERIAL IDEA.

"The Imperial Idea," is the taking title of a taking booklet, published for presentation to the trade by Messrs. Colin McArthur & Co., the well-known wall paper manufacturers of this city. The cover in crimson and green is ornamented by an embossed design of the Canadian coat of arms, half surrounded by a wreath. It contains 12 colored plates and as many pages of letterpress.

The first plate is a most artistic setting in 10 colors of the coats of arms of Great Britain, Canada, New Zealand, India, Australia and South Africa. The second is a portrait, also in ten colors, of the Queen.

The third is a lion in natural color, standing on the flags of the Empire, the background a view of the South-African veldt. On the margin is printed the inscription: "The British Lion and the Flags of the Empire everywhere stand for freedom and Justice."

The mounted colonial forces now in the Transvaal are the subject of another plate, while the fifth is a picture of colonial forces in their regular uniforms, properly colored. All the pictures were made specially for the publication.

There are also six fine half-tone engravings showing "The First Canadian Contingent Leaving Quebec," "Farewell to the Strathcona Horse, on Parliament Hill, Ottawa," "Australian Battery Leaving Sydney," "Embarkation of Second New Zealand Contingent," and "The South-African Light Horse on the March."

Besides these, there is a picture of 10 generals, under whom the colonial contingents have become part of the Imperial forces, Commander-in-Chief Lord Roberts, Lord Kitchener, Generals Buller, White, French, Baden-Powell, Hutton, Hector Macdonald, Smith-Dorien and Brabant.

The letterpress is in keeping with the artistic work. The whole is brought to a modest conclusion with a two-colored picture of the firm's manufactory on the last leaf, followed by a brief reference to the successful business therein conducted.

The booklet may well be kept by the recipients as a souvenir of a series of the most remarkable incidents in the history of the Empire in the closing days of the century.—From *The Gazette*, Montreal, June 22, 1900.

NEW QUARTERS FOR PUBLISHERS' SYNDICATE.

ANOTHER important move in the book trade which signifies steady progress, is the purchase by The Publishers' Syndicate, Limited, Toronto, of that handsome warehouse at No. 7 King street east, Toronto, to be used by them for all the departments of their growing business.

The building, which was originally constructed for the book business and was at one time occupied by Willing & Williamson, has for some years been occupied by a high-class dry goods business. The building is, therefore, exactly suited to the purposes to which it will be put. The first floor, which is very large, with lofty ceilings and two windows, will be fitted up in the most sumptuous manner and occupied by the retail department. The second floor, equally spacious, will be devoted to the wholesale and subscription departments, while the upper storeys will be given over to the publishing department of the company, that is, their pressroom, printing office and bindery.

This is one of the most important moves in the Toronto book world for years, and the enterprise of the company deserves to be rewarded. The site is an excellent one for both wholesale and retail purposes, being close to the famous Yonge street corner, and on the way to the site of the new "Toronto Hotel," which is to be constructed at Victoria street on King.

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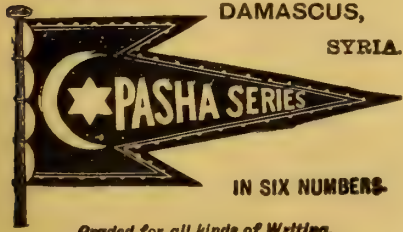
TORONTO

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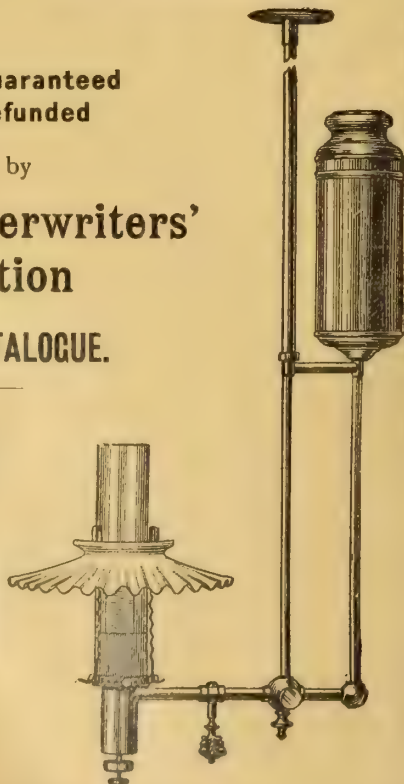
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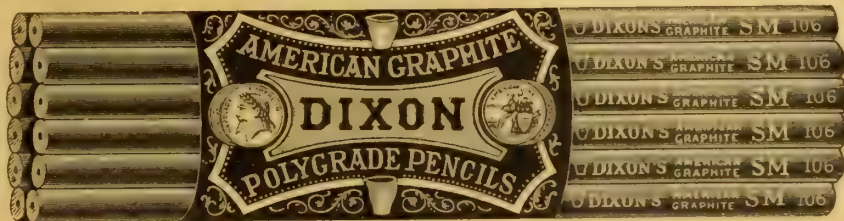
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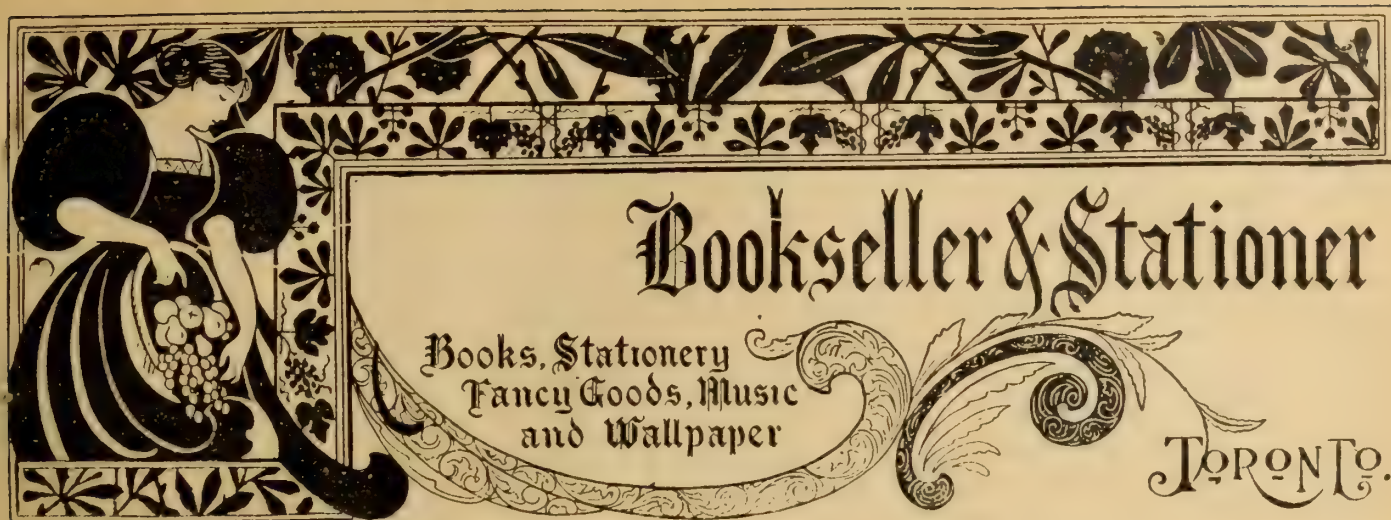
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CURRENT NOTES AND COMMENTS

OF INTEREST TO THE TRADE.

The State of Trade.

From various quarters come encouraging reports of the state of trade among Canadian book and stationery dealers. Business is more active, and dealers are inclined to put their stocks and stores in better shape in prospect of a good Autumn and Winter trade. This is a feature which indicates that dealers are taking a more hopeful outlook than for several years past. There is a distinct demand for better stationery, and, in cloth-bound books, sales are made now which would not have been deemed possible a few seasons ago. The same is true of fancy goods, and importers have done well with lines of superior articles.

Encouraged by the prospects, THE BOOKSELLER AND STATIONER proposes to make its next issue a special one, in which every tributary branch of the trade will be dealt with, and the features of the coming season in stationery, books, fancy goods and wall papers be brought out. Look out, therefore, for the September issue!

Copyright and its Effects.

The Copyright Bill has passed Parliament, and only awaits the consent of the Imperial authorities to become law. There is said to be no doubt that such assent will be given. In future, therefore, every publisher of a book copyrighted in Canada can

exclude every other edition of that book except the copies brought in for libraries.

Now that the Canadian publisher has his market on certain books, it may be well to consider what he will do. For instance, he has it in his power to insist that the retail price of such books shall not be cut. He may also refuse to sell to department stores, which are steadily demoralizing the book trade, both in Canada and in the United States. It is said that the department stores always manage to get a supply. That may be. But we believe also, that, if a publisher has the desire, he can prevent his book being slaughtered by the department stores, to the manifest injury of the regular dealers. As to increase of price on paper-bound copyrights, there may be, as we pointed out a month or two ago, some increase due to increased cost of paper, wages, materials, etc. But the market will only stand a certain price, and there will be competition enough among Canadian publishers handling different books to keep the price down to a reasonable figure.

Meantime, the publishers now for the first time in the history of Canada given an exclusive market for certain books ought to do all in their power to help the regular trade. Bookselling is a profession, and the men who sell books should be encouraged by the men who publish books. That is, they should not be cut under by the depart-

ment stores, which do nothing to educate the public to appreciate good books, and might as well sell by the yard or the pound, as far as the art of bookselling is involved.

At the late session of Parliament, Mr. McCarthy, member for North Simcoe, presented a bill amending the Criminal Code to punish "forgery of copyright." This bill drew some stringent provisions punishing those who infringed copyright without the authority of the owner of the copyright. It would have made everyone wilfully guilty of this offence liable to a heavy fine or to imprisonment and the infringing copies would be forfeited to the owner of the copyright. But this bill did not become law and was dropped. The situation hardly seems to call for any such law, since the present laws are quite equal to the protection of copyright books. The new law, for example, giving copyright on certain books to Canadian publishers, makes it incumbent upon the Customs authorities to seize any English editions which are imported in quantity. No doubt a list of the new books copyrighted under the new law will be posted up for the benefit of Customs appraisers, so that no infringements can come in. If any are imported in ignorance they would simply be confiscated when the entry was presented to the Customs. As for anyone in Canada attempting to issue editions of their own, illegally, in spite of the fact that an authorized edition was already being issued in Canada, it is almost impossible to suppose such a thing. Anyway there is ample ground under the present law

CURRENT NOTES—Continued.

to stop it. Booksellers, of course, will require to keep well posted about books that are copyrighted in Canada under the new law, and we shall advise them from time to time in these columns of such books.

Publishers Uniting. The publishers in the United States have formed a union,

known as the American Publishers' Association. A movement of this kind has been in process of development for some time. The officers elected were: President, Charles Scribner; vice-presidents, A. C. McClurg and Geo. Mifflin; secretary, Geo. P. Brett, and treasurer, G. B. M. Harvey. The membership includes the leading publishing houses in New York, Boston, Philadelphia and Chicago. The statement that royalties to authors would be reduced by common action among the united publishers is denied, and it is declared that the new organization is based upon the many interests which the members have in common. The organization is only following the example of the London publishers, who now have a powerful association of their own, and whose latest move is to promote the sale of books at net prices, and thus do away with the discount business, which cuts into retailers' as well as publishers' profits. It would not be surprising if the Canadian publishers formed an association this Autumn, and, if they can do anything to prevent the cutting of prices by departmental stores, so much the better.

A member of the new American association says: "We will try to insist on having the prices marked on our books maintained, and we can accomplish this only by organized cooperation. No, I cannot state that the association will refuse to sell to those who refuse our terms. The underselling and cutting of prices by booksellers forced the pending meeting. It will be to their advantage, though, as much as to ours, to keep up the prices, and we ask and want their cooperation. There will be no discrimination against the department stores; we will consider them as much as the men engaged exclusively in the book-selling business. We want to protect ourselves and the booksellers from one another."

DR. BRYCE'S NEW WORK.

NOT for a long time has so elaborate and important an historical work come from the press in Canada as Dr. Bryce's new volume, entitled, "The Remarkable History of the Hudson's Bay Company, including that of the French traders of Northwest Canada, and of the North West, X Y, and Astor Fur Company." (Wm. Briggs, Toronto, \$3).

Prof. Bryce has been engaged upon this for several years. He is very familiar with the records upon which it is based. He has lived so many years in the Western country that he has caught the spirit which alone can inspire a writer who essays to set forth in detail the pioneer work of the old fur traders. An idea of the great extent of the ground covered by the book may be inferred from the fact that there are about 500 pages of narrative and appendix, and it is divided into 47 chapters. The book is also excellently illustrated with scenes in the West and many portraits. Included in the latter are the principal worthies of the fur trade, including, of course, the founders and leading men of the Hudson's Bay Co.

Regarding the narrative, it should be said that many pages absorb a reader's attention as deeply as the most romantic of novels, and that Prof. Bryce again and again pictures to us, in the most perfect manner, the adventurous character and daring exploits of the sturdy race of men who have traded with the Indians during two centuries. In respect of this romantic feature, we doubt if the work could be better done. We get a wonderfully interesting account of Radisson, of Verandrye, of Alexander MacKenzie, of Frobisher, of Finlay, of McTavish and the old Scotch merchants of Montreal, with all of whom the fur trade is inseparably associated.

Prof. Bryce gains much by not limiting himself to the story of the Hudson's Bay Company. Valuable and full of interest as the annals of this company are, there is much to be said about the rival companies and those who were pioneers, but who were not connected with the ancient organization founded in the reign of King Charles II. There is a good account of the operations of old John Jacob Astor, and this chapter has already attracted considerable attention in the United States. There is also to be found in these pages the story of the Beaver Club in Montreal, the share of the Hudson's Bay Company in the search for Sir John Franklin, and also a full account of Lord Selkirk's colony and the career of that distinguished man himself.

Last, and by no means least, the record of the operations of our fur traders on the Pacific Coast has great interest at this time, when the claims of the United States to

portions of our territory bordering on Alaska are subjects of international negotiation.

Another feature which attracts the reader is the skill with which the author contrasts the conditions of to-day with the conditions of a century ago, so that we have perfectly reproduced for us a picture of the far North and the exploration and commerce that have been done there since the end of the 17th century. Prof. Bryce includes in the appendix such valuable material as a list of his authorities; a summary of the career of Radisson; a list of the Hudson Bay posts in 1856; the names of the chief factors to date, and portions of the Russian Treaty which was the outcome of the company's explorations towards the Pacific. There is a good index, and the book is in every way worthy of taking its place among the important works of Canada which no public or private library is complete without. It is a credit to the publishers in every respect.

IMPERIAL COPYRIGHT APPROVED.

AT the Congress of Imperial Chambers of Commerce in London in June, the question of copyright on books was brought up by Mr. Geo. N. Morang, of Toronto, who moved, seconded by Hon. Thos. Fergus, New Zealand, the following resolution:

Whereas the various Copyright Acts throughout the Empire are unnecessarily complicated and vexatious to certain dependencies, and whereas it is now contemplated to consolidate the same by a bill now before the House of Lords,

Resolved, therefore, that this congress declares its approval of such measure, whereby the Colonies are empowered to legislate for exclusive copyright, and earnestly trusts that it may speedily become law.

Note.—The section of the Act referred to is as follows:

Sec. 34.—In the case of a Legislature of any British possession, if the following circumstances occur, that is to say:

If a book has been first lawfully published in any other part of Her Majesty's dominions, and it is proved to the satisfaction of an officer appointed by the Government of such possession to receive such proofs that the owner of the copyright has lawfully granted either a license to import for sale in such British possession or a license to reproduce therein by any process an edition or editions of any such book designed for sale only in such British possession, it shall be lawful for the legislature of such possession by Act or ordinance to provide for the prohibition of the importation, except with the written consent of the licensee, into such possession of any copies of such book printed elsewhere, except under such license as aforesaid, except that two copies may be specially imported for the bona fide use of each of the public free libraries, the university and college libraries, and law libraries of any duly organized law institution or society for the use of its members.

Where a license has been granted under this section for any British possession any copy of the book produced subject to such license shall, if found in any other part of Her Majesty's dominions, be deemed a pirated copy, and be treated accordingly.

Passed unanimously.

BOOKS AND PERIODICALS.

NEW CANADIAN BOOKS.

A WORK on Canada's military contribution to the British Army in South Africa is being prepared by Mr. Sanford Evans, of Toronto, who is known as a man of literary training with a cultivated style. Mr. Evans' book will be called "The Canadian Contingent," and it will deal fully with the history of the movement to send troops to Africa as also with the achievements of the Canadian corps themselves.

* * *

A timely work which is to come out this season is a new edition of Mr. Barlow Cumberland's book on the Flag. Mr. Cumberland is making considerable additions to the book which, with its full and accurate historical data, and its colored plates, is a capital contribution to present selling books.

* * *

Mr. R. L. Richardson, M.P., of Winnipeg, has, it is understood, written a series of articles on "Government Ownership of Railways," a subject to which he has devoted considerable attention, both through his newspaper, *The Tribune*, and in his Parliamentary speeches. The first article will appear in the September number of *The Canadian Magazine*.

THE COPP, CLARK CO.'S NEW BOOKS. "Unleavened Bread," one of the latest novels brought out by The Copp, Clark Co., is at once proving its merits in this market, as it has already done in the United States, where it is one of the half dozen best sellers of the month. Its author, Judge Grant, is known as a keen student of social conditions in the United States, especially with reference to wealth and fashionable society. In this novel he deals with much candor with the career of an ambitious woman who gradually works her way up the social scale and accidentally marries three husbands. Her last venture is her best socially, and, as the book says at the close, "Her husband was a United States Senator and the future stretched before her big with promise." It has been called a problem novel and these always find readers.

"From London to Ladysmith via Pretoria" has made its way at once to the

hearts of readers by reason of the vigor and vividness of the narrative. It may be called the first book of the war to find a place in the lists of Canadian publishers, because Mr. Steevens' book, fine piece of work as it was, was more or less fragmentary. Mr. Winston Churchill, however, tells us the whole story from the time of starting from England until Ladysmith is relieved. There is in addition, the narrative of Mr. Winston Churchill's capture by the Boers and his imprisonment at Pretoria. In this episode we get the best descriptions yet given by any of the writers of the state of feeling in the Transvaal during the early months of the war. This portion of the book alone is worth a British reader's close attention, because it reveals to us, by a writer who is strongly sympathetic on the British side, the beliefs and hopes that animated the Boers. The escape is a thrilling episode, and from the time he jumps the wall of the enclosure under the very eyes of the guards until he reaches the Coast, hidden among the bags of a freight car, Mr. Churchill's story never flags. The latter portion of the book deals with the several attempts of General Buller's forces to cross the Tugela river. The author is candid, but very respectful towards the generals, but he draws such a terrible picture of war that the cause of peace will not suffer from the narrative.

"The Reign of Law," by James Lane Allen, has been received by all the critics in terms of the warmest praise, especially for the literary workmanship displayed. In fact, Mr. Allen's books are nearly always works of art from the literary point of view. In the middle of June, the sales of the book had reached 75,000, and they were still going on. One reader has drawn attention to an amusing slip, as he calls it, in which Mr. Allen makes his hero read a book by Darwin at least two years before the book was published. But another critic comes to the author's rescue and points out that "The Reign of Law" is fiction, and that when it was necessary for the hero to read that particular book the author could not have been pedantic enough to consider the exact date of its publication. It shows how closely the book has been read, when criticism like this forms the theme of discussion.

"Ordered South" is Mrs. C. N. Williamson's new novel, and those who have read "The Barnstormers" and "The Newspaper Girl," by the same author, will

readily understand how easily she lends herself to a cheerful and enlivening love story, in which one girl is malicious enough to try to wreck the happiness of another, and the hero goes off to the war. There is not a dull page in the book.

Sydney Grier is an author who has made a name for himself in several novels dealing with revolutions in minor European states and the fortunes of an Englishman who is Prime Minister in one of them. In his new novel, "The Kings of the East," this Englishman, Cyril Mortimer, appears once more, and is engaged in congenial plottings and state intrigues. He has attached himself to the cause of the Jews, and the design of a committee of them to regain possession of Palestine. The beautiful Queen of Thracia, Ernestine, whom Cyril has somewhat cruelly left two years before, because her policy of state had disappointed him, appears on the scene. Cyril and she became engaged. We wade very deep in statecraft. The most exciting situations occur, and even the Powers of Europe are said to be trying to destroy this remarkable Englishman with the king-making propensities. The final scenes are of peace and domestic happiness in the desert. It is a strong book.

In "Hearts Importunate," Miss Evelyn Dickinson has produced an Australian love story, in which two strong, unyielding temperaments are the central figures. Avis Fletcher has been badly treated by a man, and, as far as a limited circle in bush life gives her opportunity, starts out to break as many hearts as she can. But she loses her own to Ralph Hazell, and, thinking that her "past" forbids marriage, refuses him. But they come together in the end. It is a strong tale for those who like sentiment.

A certain melancholy interest attaches to the posthumous book of Mr. Grant Allen. Although the critics disputed this view or that in Mr. Allen's novels, there was no doubt of their success from the standpoint of the public, and it is doubtful if a single novel which he ever wrote is what might be called a failure. In "Hilda Wade," we have the last work of fiction which will ever come from this gifted man's pen. He died before the last chapter was fully written out, but he had left notes which enabled his friend, Dr. Conan Doyle, to complete it. The novel is based on the story of a handsome, clever girl, who becomes a nurse in a hospital and whose life mission is to clear her father's memory of a charge of murder. She has a struggle with the chief surgeon of the hospital, a remarkable man with remarkably bad principles, because he tries to poison Hilda when he finds that she suspects him. The scene is then changed to Asia, with the determined

BOOKS AND PERIODICALS—Continued.

young nurse still in pursuit of the famous physician, but aided now in her efforts by her lover, who is a doctor. In the end, of course, Hilda triumphs, and the famous physician admits having charged Hilda's father with a crime of which he was innocent. All through the book we have Mr. Grant Allen's cynicism and courageous analysis of human motives.

MORANG & CO.'S NEW BOOKS. It has just been decided to publish Colonel Denison's "Soldering in Canada," respecting which so much interest has been displayed both by the trade and the public, about September 15. It will have an excellent photogravure of the gallant Colonel as frontispiece, and seven other half-tone interesting illustrations. It will be, as a good \$2 book, one of the most attractive features of the Fall book trade. Advance orders are already being received.

Considerable interest is manifested in the second volume of Sienkiewicz's "Knights of the Cross," which is thought to fully uphold that writer's position in fictional literature. The immensity of the book market in Russia and Poland is by many people scarcely realized. The fact is, however, that a successful novel has a greater run there than in any other country, and, big as are the United States figures for a popular novel they do not come up to those of the land of the steppes and vast spaces. Perhaps, also, something is due to the fact that in Russia, at present, the insane supposition that anybody and everybody can write a novel does not yet hold the sway it has attained on this continent and in England. The fact that Sienkiewicz's "Knights of the Cross" has been for nearly a year a very drawing feature in a Polish magazine, the circulation of which it has raised by many thousands, is sufficient indication of the quality of the story. Indeed, in this respect it differs from much of the ephemeral stuff that in these days is put between the covers of a more or less variegated and artistic character, and offered to the public as "current fiction." Consequently it has that intrinsic character which lifts it above that class of novel which is as dead as a door nail after the year of publication.

Morang & Co. have secured, for publication in Canada, Lieut.-General Baden-Powell's "Sport in War," illustrated in a most full and interesting manner by the author. This new volume at the price of \$1.25 will be a most attractive contribution to the bookseller's counter. It is a reprint of sketches that have appeared in *The Badminton Magazine*, and includes

"Sport in War," "A Run with the Cape Foxhounds," "The Ordeal of the Spear," "The Sport of Rajahs" and "Hadj Ano." Under these titles is comprised some very realistic writing about lion-hunting, pig-sticking and other sporting matters, which will be read with deep interest by everybody who knows the story of Mafeking. It goes without saying that what Baden-Powell might write, no matter whether it was dull as ditchwater, supposing that were possible, would be read with deep attention, but, when it is found that every page is full of life and that this little book contains 19 pictures from the hand that guided the destinies of the beleaguered town during five months so successfully, it will be conceded that the volume is an extraordinary one. We have frequently heard of "all-round men," but in this direction, especially after a perusal of the book, "B.-P.'s" competitors tail a long way behind. As the edition is a limited one and will have a rapid sale, the trade should send in their orders early.

Under the able editorship of Mr. James Bain, jr., of the Toronto Public Library, Morang & Co., are producing a fine reprint of Henry's "Travels and Adventures," the original edition of which was brought out in 1809, and which is one of the prizes of book collectors. "In the year 1760," says Henry, "when the British arms, under General Armbert, was employed in the reduction of Canada, I accompanied the expedition which, subsequent to the surrender of Quebec, descended from Oswego, on Lake Ontario, against Fort de Levi, one of the upper ports, situated on an island which lies on the south side of the great River St. Lawrence." With this beginning, Henry details, in the course of his interesting pages, his various travels and adventures. It is the plain straightforward account of a business man engaged in the fur trade, and, as a piece of literature relating to Canada, it takes, as a matter of course, a unique position and should be on the shelves of all students of Canada and her history. No more suitable editor could be obtained than Mr. Bain, and the exceedingly valuable notes with which he has illuminated Henry's narrative will be appreciated by all lovers of history.

Morang & Co. have found it necessary to print successive editions of "To Have and To Hold," and Miss Johnston's other novel, "Prisoners of Hope," is also selling with considerable steadiness. The great success of these two novels is both an indication as to what the public require and as to the extent of the Canadian market, the latter, a very encouraging one to the publishers' interest. The same thing may be said of Miss Fowler's, "The Farringdons," which, though it takes with a different class of

readers, is a valuable adjunct to the bookseller's list.

PUBLISHERS' SYNDICATE'S BOOKS. A handsome volume on Paris is an exceedingly timely publication. Apart from the special interest always attaching to Paris, there is at present a demand by those who have gone there this year or are intending to go for a book of sterling merit dealing with this beautiful and famous capital. This is met by Miss Singleton's "Paris, as Seen and Described by Famous Writers." In the first place, as to the mechanical get-up of the volume, it is very attractively bound in gold and colors, consists of about 400 pp. and is profusely illustrated by superior full-page illustrations, half-tone, with the effect of delicate photogravure finish. There are in all about 50 of these illustrations, and, as they include the principal scenes and buildings of paramount interest in and about Paris, they furnish a complete gallery of views.

The literary plan of the work is at once unique and of permanent value. It consists of forty or fifty short descriptive articles by noted writers on the various places of historic interest in the city. We have thus articles by Victor Hugo, Louis Blanc, Balzac, Alphonse Karr, Prosper Merimee, George Sand, Philip Gilbert Hamerton, Ernest Renan, Emile Zola, A. J. C. Hare, W. M. Thackeray, Saint-Arnaud, Theophile Gauthier and others, whose descriptions of Paris and its people are among the masterpieces of such literature. For example, Victor Hugo's "Bird's-Eye View of Paris" is a charming piece of work, and so are the other papers in this delightful collection. Zola on "Sunrise and Sunset from the Trocadero" is another bit of vivid description, and so on throughout the volume, each article being accompanied by one or more fine pictures. For gift purposes, for the traveler, the student or the reader with artistic taste, the book is perfectly adapted, and the Publishers' Syndicate, who have issued a Canadian edition with their own imprint, may reasonably look for a large sale. The same author's two works, "Turrets, Towers & Temples" and "Great Pictures," were issued by these publishers last Winter, and both had a remarkable success. This will be repeated in connection with the new volume.

Dr. William Barry, the author of "Arden Massiter," is said to have turned his able pen to an historical work, and will bring out a book entitled "The Papal Monarchy from Gregory the Great to Boniface VII." Dr. Barry occupies a deservedly high place in the ranks of contemporary writers. His novel of Italian life, "Arden Massiter," was issued by The Publishers' Syndicate,

Limited, Toronto, some time ago, and has already sold to the extent of a large edition. "Arden Massiter," besides being a masterly specimen of English, is an absorbing and well-told story of the political undercurrents that influence Italian life. At the present moment, when these very undercurrents have had so fateful a climax in the assassination of King Humbert, such a book is of special interest, and Dr. Barry's fine novel will, in the next few months, be more widely read than ever.

Mr. A. R. Carman, author of "The Preparation of Ryerson Embury," is at present in Toronto on a visit and called last week at the offices of The Publishers' Syndicate, Limited, who published his recent novel. "Ryerson Embury" has had and is yet having a phenomenal sale, both in this country and in England. One edition after another has been absorbed as issued, and the book is selling to-day even better than when it first appeared. "Ryerson Embury" has provoked a great deal of discussion in Canada, especially among the members of the Methodist Church, and will have a sustained and biding interest for Canadian readers. The Publishers' Syndicate have issued a third Canadian edition of Mr. Carman's novel, in both cloth and paper. The story is full of interest, and the volume is neatly issued in both forms.

The advent of Summer has emphasized the value placed upon fine "Nature books" by the Canadian public. The Publishers' Syndicate recently put forth several books of this class, of exceptional quality and merit, which are having a very wide sale. "Our Native Trees," by Harriet L. Keeler; "How to Know the Wild Flowers," by Mrs. Dana; "Bird Homes," by A. R. Dugmore, and "How to know the Ferns," by Frances Theodora Parsons (Mrs. Dana), are all books that cannot fail to charm by their wealth of color and half-tone cuts as well as by the excellence of their letterpress. Their value does not depreciate as the Summer passes, for they contain much of equal interest for the Autumn months, while their information is of fascinating interest to nature students through the entire year. The Publishers' Syndicate are to be congratulated on the success which is attending the publication of these beautiful and high-class books.

"The Canadian Contingent" is the title of a new book which is about to be issued by T. Fisher Unwin in London, and by The Publishers' Syndicate, Limited, in Toronto. The author is Mr. W. Sanford Evans, of Toronto, and the volume promises to form by far the most interesting contribution yet made to this subject. The work is to be historical, and therefore strictly impartial, but it will throw an entirely new

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light on several phases of the controversy that has waged concerning the contingent. Mr. Evans has treated his subject thoroughly and well, giving a complete review of the circumstances that led up to the sending of a volunteer force from this country, but he has gone farther than that. He tells of the great Imperial motive which underlay the entire contingent idea, and traces it to its source. He frankly discusses the rupture between Major-Gen. Hutton and the Ottawa Government, his account of which is one of the most interesting in the volume; and on a number of points he has brought to bear

information which has never previously been published. It may therefore be expected that "The Canadian Contingent" will be looked for with much interest by the Canadian public.

THE REVELL
CO.'S NEW
BOOKS.

"Village Life in China," by Dr. Arthur H. Smith, recently published by The Revell Co., has met with a splendid reception, being already in its fourth edition. Doubtless the recent crisis in China has led to a heavy demand for reliable works dealing with the life and characteristics of the Chinese,

BOOKS AND PERIODICALS—Continued.

as well as of the country itself, and accounts, to a certain extent, for the present large demand. At the same time, Dr. Smith writes so interestingly of his subject that the reader is charmed and cannot help being delighted. The previous work by the same author, "Chinese Characteristics," is now in its tenth thousand, and the sale is still keeping up.

Two other books bearing on the Chinese crisis, and which have had a large sale, are published by The Revell Co.: "A Cycle of Cathay," by W. A. P. Martin, D.D., LL.D., president of the Imperial Tung Weng College, Peking, China, with 70 illustrations, map and index, 8vo., cloth, \$2, is a book written by a man who got his information at first hand during a residence of nearly 50 years in the country, and is invaluable to anyone who wishes to get a full, dispassionate idea of the country and its people. The other volume is by the famous traveler, Mrs. Isabella Bird Bishop: "Korea and Her Neighbors," fully illustrated, 8vo., cloth, \$2. A narrative of travel, with an account of the recent vicissitudes and present position of the country. "The book is written in a fascinating style. She tells of her travels both in Korea and among the Russians with all the arts of rhetoric and the merit of wonderful directness."

Two new books by Rev. F. B. Meyer are just ready: "The Prophet of Hope," studies in Zechariah, 12mo., cloth, \$1, and "Lovers Always," a wedding souvenir with engraved certificate, 16mo., decorated cloth, 75c. "Lovers Always" is a very dainty book and is admirably suited for ministers presenting to bridal couples. One minister (Rev. C. I. Scofield) says of it: "Nothing more daintily beautiful has come from any press, nor anything from the pen of its gifted author more fragrant with wise spirituality. It is the ideal wedding gift from parent, pastor, friend or husband."

THE GAGE
CO'S NEW
BOOKS.

W. J. Gage & Co., Limited,
have a remarkable list of new
books. Of those issued in

July, second editions were called for a few days after publication, and the forthcoming books promise to be equally popular.

BOY.—Probably no writer of the present day has caused so much discussion as Miss Corelli. She is much scorned by the critics, and much admired by readers. It is not surprising, therefore, that the first large Canadian edition of her new long story, "Boy," is already sold, and the publishers have a second edition in preparation. Over 50,000 copies have been sold in the United States, and "Boy" has proved equally popular in Great Britain. Miss Corelli is a

favorite author of Queen Victoria, and this new book will doubtless increase her popularity, not alone with our Sovereign, but with the reading public as well, for in "Boy" she is at her best. The characters in the sketch are strangely alive, very true, and full of charm, and the author seldom deviates from this charming style into the ways of scorn which marked her "Sorrows of Satan." In fact, "Boy" is a departure from the lines of her previous works, and proves the wonderful versatility of this popular author.

DEACON BRADBURY.—"Deacon Bradbury" is another book which called for a second edition immediately on publication. The critics say "it resembles David Harum," and, although the plot is quite unlike that popular book, the Deacon is certainly as unique and distinctive a creation as "David Harum." Having explored a new field of fiction, and told his tale with simplicity, earnestness and force, the author has produced an interesting book.

THE GIRL AT THE HALF WAY HOUSE.—To the holiday-maker in the hot Summer season, the half-way house is often an oasis in the desert, for it provides welcome rest and refreshment. "The Girl at the Half-way House," by E. Hough, is a novel which will prove equally refreshing, not alone to the holiday-maker, but also to the business man who can spare but little time for entertainment. Governor Roosevelt, a man of wide experience and the commander of the Rough-Riders, said of Mr. Hough's former book: "I do not know when I have read a book I like more than 'The Story of the Cowboy.' I have always been hoping against hope that such a book would be written, but I had about given it up, and there was scant time remaining in which anyone could write it. At last—thank heaven—it has been done. Not only is it to my mind a most fascinating book, but I think it is as valuable a bit of genuine contemporary history as I have yet examined."

Although this is strong praise it can be freely accorded to his new book, "The Girl at the Half-way House." Critics who have read the MSS. have called it an American epic. The author illustrates the strange life of the great western movement, the cowboy on his native range, the wild life of buffalo hunters, the coming of the white-topped emigrant wagons, and the strange days of the early land booms. The free play of primitive forces in the opening of the new land is described with the graphic vigor of an eyewitness; combined with high literary polish seldom coupled in a man possessing Mr. Hough's other attainments. In the dramatic pictures of a battlefield, in the beginning, to the closing pages the author compels the reader's attention;

for nothing has been written on the opening of the West to excel the romance in epic quality and historic interest. Its freshness, vividness, and absorbing interest will appeal to every Canadian reader.

ROBERT ORANGE.—The press was very unanimous in its praise of "The School for Saints," by John Oliver Hobbes, and declared that if the second part was half as good as the first, it would be decidedly welcome." The sequel, "Robert Orange," is just issued, and the English reviewers agree that Mrs. Craigie maintains her high reputation as a master of epigram and narrative comedy. The Star says: "'The School for Saints' was good, but 'Robert Orange,' unlike most sequels, is better. In sheer cunning of style, Mrs. Craigie has surpassed herself in this exquisitely-wrought romance. * * * It is not easy to assess and appraise with frigid justice in the midst of the emotional gratitude aroused by a novel of genius, but this, at least, I know: Few classics have touched and tested me more profoundly than the history of 'Robert Orange.'" The two books represent five years' work of this talented author, and will add to her reputation.

WINEFRED.—Two books, "Winefred," by S. Baring Gould, and "A Daughter of Witches," by Joanna E. Wood, to be issued the end of August, merit a good reception. S. Baring Gould is so well known that his new book will certainly have a large sale. He has endowed his heroine with so charming a personality that she will rival his "Red Spider." Her various adventures on the Devonshire Chalk cliffs and in aristocratic London demonstrate her loyalty to her mother. The character sketches are particularly good and the book teems with thrilling incident.

DAUGHTER OF WITCHES.—Miss Wood's "A Daughter of Witches" is a clever tale by this promising Canadian writer. Her characters have individuality and life. Vashti, the beautiful, cruel "Daughter of Witches," whose love of revenge causes the tragic end of the story, is not an attractive character, but her cousin Mabella is a pleasing contrast. Temperance, Tribbey and Sally are admirable characters, whose characteristic sayings are exceedingly humorous. The book is written in a pleasing narrative style, and the author exhibits an unusual insight into character.

BUSINESS AT WINNIPEG.

Our Winnipeg correspondent writes, July 25: "The city is crowded with Fair visitors, and business in the book and magazine line has been very good. Messrs. Clark Bros. are now comfortably installed in their new premises, being a portion of the Gault Block."

“PARIS”

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By **A. R. CARMAN**.
Paper, 75c.; cloth, \$1.25.

“ARDEN MASSITER,” which reveals the Socialistic undercurrents of modern Italian life, is a novel of thrilling interest, especially at the present time.

“RYERSON EMBURY” is now in its third Canadian and its second English edition.

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The Girl at the Half-way House.

By **E. Hough**, author of “The Story of the Cowboy.”

This book has been called an American epic by critics who have read the manuscript. It shows the movement westward, and the free play of primitive forces in the opening of a new country. His former book, “The Story of the Cowboy,” received the highest praise from Governor Roosevelt, and nothing has been written on the opening of the West to excel this romance in epic quality. Its historic interest, as well as its freshness, vividness, and absorbing interest, would appeal to every Canadian reader.

Deacon Bradbury. By Edwin Asa Dix.

“A more convincing picture of American village life has never been written.”—Chicago Times-Herald.

“One of the strongest books of the season.”—North American. Phila.

Marie Corelli's New Long Story--- Boy.

“In ‘Boy,’ her latest work, Miss Corelli is at her best. . . . The story is excellently constructed and is told with charming simplicity of style.”—N. Y. Times Saturday Review.

“‘Boy’ is one of the most wonderful delineations of mental development that has ever been published. The authoress's style is, as usual with Miss Corelli, such that tells the tale at its best, that holds the attention from the opening of the book until its closing.”—Boston Courier.

READY IN AUGUST.

Winefred. By S. Baring Gould, author of “Domitia,” “The Red Spider,” etc.

In his latest work this famous author is at his best. He has endowed his heroine with a charming personality, and the dramatic incidents so cleverly portrayed make a fascinating novel of English life in the eighteenth century.

A Daughter of Witches.

By **Joanna E. Wood**.

A clever tale by a new Canadian writer, which has run serially in The Canadian Magazine.

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MONTREAL TRADE NEWS.

From THE BOOKSELLER AND STATIONER'S Special Correspondent.

MONTREAL, August 1.

THIS year's Summer trade will not make the Montreal bookseller rich. Of course, July and August form the quietest season of the year, but, as a general rule, the holiday months present redeeming features to the bookman. The schools are closed, and the sale of those staple lines, school and college text books, comes to a sudden halt, while many of the citizens of Montreal, who compose the book-buying public, convert themselves into tourists and patronize the counters of other dealers in other cities. But the hot weather usually brings the bookman customers from outside. The Montreal bookman especially looks for a large tourist trade, for is the Canadian metropolis not the porter's lodge standing at the entrance to the great Canadian pleasure-resort manor? So our hotels and book-stores have found it in previous years, but this year's tourist traffic, in comparison with that of former years, has fallen off, and the bookseller must needs look for sales to that class of Montrealers who stay at home and take their holidays on Saturday afternoon.

The reasons given for this decline of the Summer traffic to the city are various. Some would have us think that those guardsmen whom we occasionally see sitting on doorsteps about the city, carefully fulfilling the duties of a steady job, are keeping tourists out of the city. One who knows the civic language can read "small-pox" labeled upon them. Of course, it is not serious (the disease, I mean), but the general vaccination which has been inaugurated may have given rise to the idea that an epidemic is amongst us. A little smallpox, at anyrate, does not seem to improve Montreal as a Summer resort. This year, we have very few fishermen coming up from the Saguenay and such places. Aside from this, perhaps, the attraction in directions other than towards Montreal is acting strongly upon tourists this year. In spite of the fact that wars in foreign lands furnish three or four large type headlines for the front pages of the daily newspapers, yet the dangers of foreign travel seem to have no deterring influence upon the traveling public. Unfortunately for the Montreal book trade, the papers have confined their wars to South Africa, Kumassi and China, and have left a clear road to the Paris Exposition. I saw a pile of 30 unsold July Munsey's in one store. Those who are acquainted with the trade of the Maritime Provinces, on the

other hand, assert that bookselling over that area is as active as usual. They report business quite steady.

There is no new book on the Montreal market that is creating anything like a stir. The demand seems best for "To Have and To Hold," "The Farringdons," "The Redemption of David Corson," "A Kent Squire," "The Bath Comedy," "Reign of Law," and "Boy," by Marie Corelli. The tourists' chief favorites are "The Golden Dog," by Kirby; "The Habitant," by Dr. Drummond, and "Three Men on Wheels," by Jerome K. Jerome.

The Montreal News Co. announce for early publication "The Master Christian," by Marie Corelli, in paper and cloth, and "Quisante," by Anthony Hope. Both ought to be quick sellers.

Interest in the Transvaal War continues unflagging. Steevens', Winston Churchill's and Bennet Burleigh's books are in chiefest demand. Hon. David Mills' book is also popular, and speaking of the war carries one to another subject. "Canadians in Khaki" is the appropriate title of a valuable work published in aid of a worthy cause by the secretary of the Soldiers' Wives' League.

Mr. Grafton has a particularly excellent display of "war-works," of which "Canadians in Khaki" is the leader. In the centre of his window he has a large copy of Woodville's famous picture "The Last Stand," painted in life size, and colors. On either side are large Union Jacks. A few rifles are placed in position judiciously. All this forms the background. In the front of the window are the books, arranged in rows. It is quite an attractive display.

Ward, Lock & Co. have lately placed a 60c. board library edition on the Canadian market. It includes "A Veldt Official," by Bertram Milford; "The Expiation of Wynne Palliser," by Bertram Milford; "A Secret Service," by Wm. Le Queux; "Chronicles of Martin Hewitt," by Arthur Morrison, and "Clement Waynflete" by Bertram Milford.

Henry T. Thomas, 128 St. Francois Xavier street is just now placing some attractive subscription works upon the market. Their excellence merits more attention than it is possible to give them here. The first time the imprint of the firm has gone into a book is to be found in a 20 volume edition of Balzac's novels. They are well bound, illustrated profusely and richly, and are supposed to contain the best translation in existence. "The World's Great Classics" is the designation of a 40-volume library, divided into the four departments of history, political and philosophical science, orations and essays and literature. "The Cyclopædia of Practical Quotations,"

by J. K. Hoyt, is a well-recommended work just placed on the market. The particularly valuable part of it is an index of 40,000 quotations. Funk & Wagnall's "Cyclopædia of Classified Dates," by Charles E. Little, is another work worthy of mention. It has been completed for the use of students of history and for all persons who desire speedy access to the facts and events from the earliest recorded dates. An artistic edition of 74 parts, at \$1.25 each, giving reproductions of the works, a part to be found in Le Musee du Louvre, is now appearing on the market. Its publication will extend over two years, and, to judge from the samples issued, it must be scored as a remarkable achievement of the press. An illustrated edition, giving the "Histoire du chateau de Versailles" in 16 parts, at \$5 per part, which is now also beginning to make its appearance, is one of the richest publications that has been placed on the Canadian market and has to be seen to be appreciated. Lovers of art will be pleased with these works.

In the Anglo-American magazine for July is a clever article on "Had Britain the Right to Interfere in the Internal affairs of the Transvaal?" by Mr. J. S. Buchan, Q.C., a clever young Montreal lawyer.

The \$24 edition of Parkman's works that has been offered for some weeks by Wm. Drysdale & Co. at reduced prices has found quite a number of purchasers.

Works on China are in active demand. Perhaps the chief is "Village Life in China," by — Smith and published by Revell & Co. Maps are eagerly secured.

E. H. C.

BUSINESS NOTES AND CHANGES.

THE Methodist Book Room has acquired a block of property on Temperance street, Toronto, to the east of their present premises, where they intend to make additions to their plant. They will also add a storey to the present block.

A charter of incorporation has just been granted Matthews Bros., Ltd, Toronto, picture frame, etc., manufacturers, as a limited liability company with a capital of \$75,000. The chief members of the company are: Messrs. H. L. Matthews, A. M. Matthews, and C. F. Matthews, Mrs. M. A. Matthews and Miss S. T. Matthews.

M. S. Hall, bookseller and stationer, Fredericton, N.B., has had his bright store newly painted, both exterior and interior. This store is pure white and is always as chaste and neat as though it had just emerged from the decorator's hands. Mr. Hall has one of the finest show windows in Fredericton, and Mr. C. W. Hall, who does all the window-dressing, uses it to full advantage and

exercises rare good taste in his art. Since Mr. Hall removed to his present premises his business has largely increased, and the store, which has long been a headquarters for standard stationers' supplies, enjoys a larger share of public patronage than ever before. Standard classical literature, books of fiction and romance, school books and technical works and educational supplies are

a specialty with the Halls, and almost anything wanted in those lines can be found there, and, if not, the firm will promptly get it. The war in South Africa and the recent stirring events in the world at large have been a rich harvest for the magazines and illustrated papers, and Mr. Hall has kept thoroughly up to-date in supplying the public with current literature of this kind.

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FANCY GOODS AND STATIONERY.

The new weddings brought out for this Fall, says The New York Stationer, are, some of them, the same as they have been. Others are perfectly square, with varying styles of envelopes, while still others are much wider than they are long, and have envelopes to match. It is a striking innovation, but has won approval from all who have seen the new goods. One prominent house regards it as the most radical departure from established forms that has been made in years, and predicts an unprecedented sale.

The envelopes are different, too. Some have the deep pointed flap, while others have the deep round-cornered flap—a very attractive form. The stock is not limited to any one thing, but all varieties are used, just as the buyer may choose. The difference is solely in the size and shape, which are sufficiently changed to really revolutionize wedding forms. As was told some weeks ago, weddings have been getting larger for some years, and the new shapes represent the latest development of that feature of the demand. Buyers who visit the stores are pleased, and the traveling men find them good sellers on the road. That they will be popular is evident from the preliminary orders received.

* * *

GRAPHITE FOR AUTOMOBILES.

Graphite, which plays an important part in the mechanical arts of the world, is found very useful in reducing friction in automobiles. A very finely powdered graphite, when introduced into the cylinders of either steam or gas automobiles, very largely assists the oil which is usually employed for the purpose of lubrication. It seems to be agreed by all engineers that no vegetable or animal oil should be used for the lubrication of engine cylinders. Mineral oil, only, should be used, but even the best mineral oil in the cylinders of gas engines chars under very high heat, due to the combustion of gases. The heat in a gas engine cylinder is said to be from 1,200 to 2,000 deg. F., and graphite only is able to bear this extreme heat. Special graphite lubricants are prepared for the gears of both

electric, steam and gas motors. For the driving chains on steam or gas automobiles graphite in some form should always be used, as it saves power and at the same time so thoroughly lubricates the links that it will prevent the chains from breaking. When used for the chain, the graphite should not be used with any grease, as the sticky grease causes the dust and dirt to adhere to the chain, thereby practically shortening the chain and making it unnecessarily tight. The graphite should be used with a nice quality of vaseline or should be mixed with gasoline or turpentine, and applied to the chain. The gasoline or turpentine will evaporate, leaving a thin coating of graphite on the chain. Those interested in the subject of graphite lubrication should write to The Joseph Dixon Crucible Co., Jersey City, N. J., who are authorities on the subject of graphite.

NEW FALL CATALOGUE.

The H. A. Nelson & Sons Company, Limited, have now issued their Fall catalogue, quite a book in itself, and filled with illustrations of the goods listed therein. To those who have not received copies, the company will be pleased to forward one to any legitimate dealer. Many new, original and striking lines will be found listed on its pages, fine quality fancy goods and a range of dolls, larger and more complete than ever.

In sleighs, The H. A. Nelson & Sons Company, Limited, are carrying the usual handsome range, collected from various manufacturers. A large line of toy furniture is also shown. The dolls are even ahead of last year, and chinaware, artificial palms, window attractions and books help to make up a display such as the company have never before put on the road. Travelers are all now on the road and solicit the inspection of the trade. This company are putting upon the market, in addition to the well-known game of Triangleo, another parlor game called Kopje. They are sole selling agents for this game, and will be pleased to receive inquiries from the trade.

NEW MAP OF ONTARIO.

The new map of the Province of Ontario, which The Copp, Clark Co., Limited, Toronto, have been preparing for some time, is now issued. This is the first time a Canadian house has got out an Ontario map drawn on one scale, and the result

will give satisfaction. The size is 74 x 54 inches, and the scale 15 miles to the inch. From it, both pupils in schools and commercial men who use it for business purposes get an absolutely correct idea of the extent and boundaries of the Province.

The railways are indicated by numbers—a convenient arrangement, insuring clearness. The map shows the canals also, the lake steamer routes, the county and township boundaries, and the post offices. Great attention is paid to the new districts, and in this respect the map is ahead of all its predecessors. Manitoulin Island, often marked incorrectly on other maps, is here accurately given as part of the district of Algoma. All the new townships are given, and, even where they are not yet named, their areas and positions are shown. The map is doubly useful in these days when areas of pulp wood and water-power sites are continually up as matters of commercial and political importance, and when their location is often vaguely understood.

The new map will certainly go largely into the schools this Fall, into some libraries and, doubtless, into a good many private hands.

F. & E. W. Kelk's sample-room presents a pleasing appearance to their customers and the trade generally. All their new goods, or nearly all, have arrived. The samples and prices thereon are proof of a well-selected stock of goods, both as to quality and price. Their line of fancy cups and saucers, jugs, plates, figures and vases is very tasty, indeed. In fact, all their china is just what the retail merchant wants.

In toys, the variety is great, including all lines of military figures, mounted and otherwise, and steam locomotives and cars with all shapes of tracks, which can be moved as desired. Magic lanterns, trumpets, rattles, air guns and iron trains are all in great variety. Photo albums and frames, in leather and celluloid, are very attractive. The new toilet cases are the finest ever seen in Toronto, price considered. Their assortment of wood toys, such as doll trunks, wash sets, ironing boards, swings, blackboards, blocks, games, etc., are worthy of note, and certainly cannot be beaten. It will pay the dealer well, when in the city, to call and see them. All their business is done in this way, and, having carried on their business very successfully for the past five years in this manner, it is sufficient proof that their goods must be right. They would be pleased to have you call or write for samples.

Booksellers and stationers nowadays not only require to handle good stationery, but the most modern ideas in stationery. The

THE BROWN BROS. LIMITED

WHOLESALE STATIONERS, PAPER DEALERS.

MANUFACTURERS OF

Account Books, Leather Goods, Stationery, etc.

PEN CARBON LETTER BOOKS

No Press	Any Ink
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No Work	Any Paper
No Time	Anywhere


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Esterbrook's Steel Pens
Edison Mimeograph
New Century Caligraph Typewriter

Canadian Office Diaries for 1901 now ready.

51-53 Wellington St., W., TORONTO.

If you Want to Learn Anything About Advertising,
if you are a business man and get or want to get business by any kind of advertising, and want to know how to advertise and make money; or if you are an employe and expect to go into business for yourself; or if you want to get into a new and profitable profession—we furnish the foundation—the accumulated knowledge on the subject. Investigation costs you nothing. Invaluable information will be sent Free. Address Advertising World Publicity Club, Columbus, O.



NEW MUSIC
A FRANGESA.—March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS.—By Chas. E. Musgrave. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association
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All papers bearing Mill 39 Label are guaranteed to be as near perfection as over forty years' experience can produce.

Samples and quotations to the wholesale trade upon application to

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FOR SCHOOL CRAYONS



Write the Best and Finest

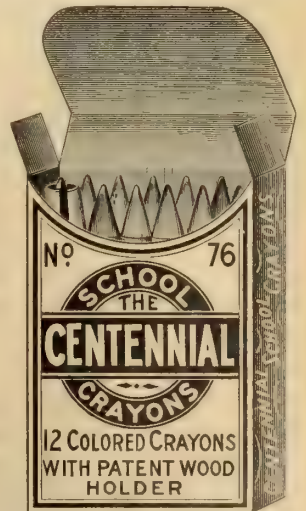
Manufacturers in the United States

The inserted cuts represent two of our . . .

Best Sellers

The NO. 76 represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

FANCY GOODS AND STATIONERY—Continued. Barber & Ellis Co.'s goods are the very newest and best that money, skill and taste can produce. Their lines include everything in stationery required by bankers, insurance companies, commercial concerns and society people. Their stock is complete and their prices are right.

THE LATEST IN FINE STATIONERY.

Warwick Bros. & Rutter have just opened a shipment of the newest shade in fine notepaper and envelopes. It is known as the "Chippondale," and is made in the green shade of the famous Chippondale china. It is carried in bulk in the two square sizes,



Eraser No. 420. Warwick Bros. & Rutter.

Large Boudoir and Regent, the notepaper being boxed in five quires, the envelopes in 100's.

The Large Boudoir size is also put up in papeteries, the stock in this line being bordered with a narrow white border, which gives a most pleasing effect. This box retails at 25c., and should be a very popular line.

The papeteries may also be had with the stock embossed with any initial letter, in white, on both the paper and envelopes.

The entire series is boxed uniformly in green and white, the design showing an antique china closet filled with the celebrated Chippondale china.

This paper is the fashionable society stationery in London and New York, and the sale promises to easily eclipse that of the "Wedgwood," which was the popular line last year.

A window display of this series would not only be up-to-date, but also strikingly attractive.

A NOVELTY IN PENCILS.

"Our Bobs" is the name of a new assorted box of pencils and penholders



"Khaki" Pencil. Warwick Bros. & Rutter.

shown by Warwick Bros. & Rutter. The box contains two dozen pencils and one dozen penholders, as shown in accom-

panying cut, each article being enameled in three colors, red, white and blue, and is a most appropriate novelty for school trade.

Another new line shown by this house, which is meeting with marked success, is the "Khaki" pencil, a cut of which is also shown herewith. This pencil is a high-grade rubber-tipped pencil, the wood having the



Compass, No. 753. Warwick Bros. & Rutter.

popular corrugated finish, which makes it anti-nervous. It has been marketed as a companion pencil to the well-known "Diagraph," and no dealer should be without it.

Warwick Bros. & Rutter report an increased demand for new stationery sundries for school trade, and among other lines which are meeting this demand is a new pencil compass, in which may be used any ordinary lead pencil, the compass being fitted with an attachment which holds any sized pencil securely.

They are beautifully nicked and put up in individual boxes to retail at 25c.

NEW OFFICES AND SAMPLE ROOM.

The premises occupied by Buntin, Gillies & Co., Hamilton, have recently been en-



"Our Bobs" Pencil Assortment. Warwick Bros. & Rutter.

larged and improved, the ever-growing business of this firm demanding greater accommodation and convenience for its transaction. Their new offices and sample-room, which have just been remodelled,

are finished in the finest style in quarter-cut oak throughout, and present an extremely handsome appearance. Nothing which will

aid in the rapid and careful transaction of business has been overlooked.

The members of the firm aim at making the management of their business a model one, and extend a hearty invitation to their customers to visit and inspect the premises.

Buntin, Gillies & Co., Hamilton, are offering the trade something new in high-grade fountain pens. The Crocker fountain pen contains an entirely new feature, the ink being held in a soft rubber sack, which fits over the nozzle and goes inside the barrel of pen. This does away with the glass filler which is necessary to fill the ordinary pen. The self filler arrangement allows a renewing of the ink supply from any ink-bottle. There are other features which will commend themselves to users of this pen. The joints have no screws to clog up and cause breakage. The cap and barrel have a slit at the joint so that they never get tight nor loose, but always work perfectly.

Buntin, Gillies & Co., Hamilton, are offering a patriotic assortment of pencils and penholders, called "Our Bobs." These are highly colored in red, white and blue, and cost just \$2.00 per box, containing 4-dozen pencils and 2-dozen penholders.

HISTORY OF THE MONTREAL STAGE

This Fall, an interesting book by Mr. F. T. Graham, entitled "Histrionic Montreal," will be published by John Lovell & Son, of Montreal. The work will contain the annals of the Montreal stage, tracing its history since the opening of the Theatre Royal in 1825. Mr. Graham is a critical admirer of the stage, and particularly of the Montreal stage, so his biographical and critical notices of the players of three-quarters of a century will be read with considerable interest. The most important actors and actresses of the English-speaking world will necessarily be dealt with. Photographures of the best-known artists will appear. A few of the included will be those of Lilian Neilson, Mary Anderson, Barton Hill, Richard Mansfield, Sir Henry Irving, Rossi, John McCullough and Sara Bernhardt. To lovers of the stage, this exhaustive treatise will be welcome. It was reported that "Histrionic Montreal" was to be published by The Franklin Syndicate Co., but this idea is to be corrected. Messrs. John Lovell & Son report that the prospectus will be ready in a few days.

E. W. Parker, of Lennoxville, Que., and M. L. Hunting, of Huntingville, have registered a partnership to carry on the business of bookbinding and stationers at Lennoxville.

BEST SELLING BOOKS IN JULY.

MONTREAL.

1. "Three Men on Wheels" (Jerome).
2. "To Have and To Hold" (Johnston).
3. "The Farringdons" (Fowler).
4. "Yeomen Fleetwood" (Beaman).
5. "Sophia" (Weyman).
6. "Unleavened Bread" (Grant).

QUEBEC.

1. "To Have and To Hold" (Johnston).
2. "Hilda Wade."
3. "The Garden of Eden" (Howard).
4. "The Redemption of David Corson" (Goss).
5. "A Man's Woman."
6. "Babes in the Bush."

WINNIPEG.

1. "The Redemption of David Corson" (Goss).
2. "To Have and To Hold" (Johnston).
3. "The Farringdons" (Fowler).
4. "Three Men on Wheels" (Jerome).
5. "Unleavened Bread" (Grant).
6. "History of Hudson's Bay Co." (Bryce).

KINGSTON.

1. "Boy" (Corelli).
2. "The Orange Girl" (Besant).
3. "In Old France and New" (McLennan).
4. "Ordered South" (Williamson).
5. "Autobiography of a Quack" (Mitchell).
6. "Three Men on Wheels" (Jerome).

OTTAWA.

1. "The Redemption of David Corson" (Goss).
2. "The Purple Robe" (Hocking).
3. "The Orange Girl" (Besant).
4. "From London to Ladysmith" (Churchill).
5. "The Reign of Law" (Allen).
6. "The Natal Campaign" (Burleigh).

HALIFAX.

1. "The Redemption of David Corson" (Goss).
2. "The Ways of Wood Folk" (Long).
3. "Little Anna Mark" (Crockett).
4. "Knights of the Cross" (Sienkiewicz).
5. "How to Know the Wild Flowers" (Dana).
6. "In the Acadia Land" (MacLeod).

ENGLAND.

1. "The Rise and Fall of Krugerism" (Scoble).
2. "An Absent-Minded War" (By a British officer).
3. "Voices in the Night" (Steel).
4. "Ada Vernham, Actress" (Marsh).
5. "Love and Mr. Lewisham" (Wells).
6. "Boy" (Corelli).
7. "Debts of Honour" (Jokai).
8. "The Person in the House" (Burgin).

SCOTLAND.

1. "From London to Ladysmith" (Churchill).
2. "Four Months Besieged" (Pearse).
3. "The War in South Africa" (Holson).
4. "Mr. Moody's Life"
5. "Things Seen" (Steevens).
6. "The Farringdons" (Fowler).
7. "Boy" (Corelli).
8. "Voices in the Night" (Steel).

ANTI-BRITISH MAGAZINES.

Both Harper's Magazine and the Century for July contain articles on the war in South Africa which are decidedly anti-British, so much so that these magazines ought to be boycotted by every loyal Canadian. One writer in Harper's professes to give an account of the war from within the Boer lines, which is full of the most scandalous misstatements and reflections on the bravery of Great Britain's soldiers. We have never seen anywhere else a more untruthful account of any contest than that now being

published in Harper's Magazine, with the exception of the history of Napoleon by the Rev. J. S. C. Abbot, which Harper's published about 40 years ago. The article in the Century, which is by Richard Harding Davis, is almost as bad, and conceived in the worst possible spirit.—St. John, N.B., Telegraph.

STAUNTON BUILDING BIGGER.

During July, the firm of M. Staunton & Co., wall paper manufacturers, Toronto, commenced the erection of a splendid big addition to their already large premises. The new building will have an 80-ft. frontage on Yonge street; it will be perfectly appointed and handsomely fitted, and will give the firm the much-needed room for offices, sample-book rooms and extra warehouse space, and will enable them to handle the rapidly-increasing trade which the season promises in the most expeditious manner.

Joseph Kidd has opened out his new book, stationery and fancy goods store at Goderich, Ont. He has fitted it up and made a most attractive store, and the first window display on Chinese silk was very neat. Everything appertaining to the book and stationery business is in stock, and the fancy goods department contains some charming novelties in art goods, glassware and china. The "lending library" is a feature that promises to prove popular.



Rutherford
8/5/10
Staunton

WALL PAPERS

The 1901 Line.

We have had a month's selling, and the orders received to date bespeak the merit of the STAUNTON line.

Our travellers are covering the ground as rapidly as possible—wait till one gets to you.

M. STAUNTON & CO.,
MANUFACTURERS

.. TORONTO

WALL PAPER AND DECORATIONS.

WALL PAPER PRICES IN THE UNITED STATES.

IT may be looked upon as certain that the factories in the United States comprising the National Wall Paper Co. will, during the present month, revert to their original ownership and management, the National Wall Paper Co. having decided to go out of business. This may mean that there will not be any arrangement between the American factories as to prices, though many of the factories there still think that an understanding will yet be arrived at. Even if there should be an open market, it would look as if prices will be maintained at their present level. Such is the view of one of the American trade papers, from whose pages we reprint the following: "There is no reason to look for disaster and chaos in the trade the coming season, even though it should be an open market, and wide open at that. In fact, there are several conditions which would indicate that prices will not show much weakening from the present standard.

"In the first place, the raw stock market is decidedly upish. Several wall paper manufacturers have deferred making contracts for next season's supply, hoping that the market would come down a bit. But it manifests no inclination to follow the example of Davy Crockett's coon. Almost all other supplies have the same skyward tendency. Labor was never higher than it is to-day. Skilled mechanics are receiving big wages, and are none too numerous at that. Block-cutting was never so high before. Sets that to day cost \$700 to \$1,000 have in former years been cut at from \$250 to \$500. The cost of sampling any one of the forthcoming large lines would be a comfortable fortune for a modest man.

"Conditions are not favorable to a cutting, slashing season. Such seasons have generally been due to a large surplus of goods. The cost of manufacture will not warrant factory proprietors in piling up a production far beyond the legitimate demands this year."

FOREIGN OPINION OF CANADIAN PAPERS.

The following appears in a New York wall paper journal:

PARIS, June 20, 1900.

GENTLEMEN:

In my last letter I told you I would write to you again about what I might find interesting in the wall paper exhibits of the Paris Exposition. The other day I was visiting

the English Colonies, when I was agreeably surprised to see a beautiful display made by The Watson, Foster Co. in the section of Canada. They have a very large and splendid showcase where one can see a selection of the best samples of their line. I was not the only one to be attracted by their showing, for a whole crowd were standing around, admiring the richness of the colorings and the grace of the drawings. One of the company's best and most attractive samples is a large parlor paper in half-tapestry shades and with a heavy gold background. I have hardly ever seen anything of a more striking and artistic effect. I will not try to depict to you all the good

DISSOLUTION OF THE WALL PAPER TRUST.

The annual meeting of the stockholders of The National Wall Paper Co. was held on July 17 in New York. The importance of the meeting this year lay in the fact that the question of dissolving the company without further delay came up for decision. The directors of the company, representing about 70 per cent. of the stock, had already voted their approval of the proposed dissolution. It was, therefore, taken as a matter of course that the stockholders would not manifest any opposition to the decision reached by the directors. The meeting of the stockholders resulted as was expected.

Speaking of the action of the stockholders, President Henry Burn said, after the meeting: "No opposition developed at the meeting of the stockholders in respect to the proposed dissolution of the company, and we therefore expect very shortly to be able to announce the completion of the plan that has been under consideration to bring about dissolution."

YOUNGEST COLOR-MIXER IN THE WORLD.



ROBERT FRASER, JR.,
son of Mr. Robert Fraser, Superintendent of The Watson, Foster Coy.'s Wall Paper Factory, Montreal.
The Watson, Foster Co'y train their expert help from childhood.

things I have seen in their exhibit. A design is something that must be looked at; a description of it is hardly interesting. Still, I will tell you that their assortment is complete. Florals, heraldics, halls, scrolls, etc., are in great variety. Besides their central display, they have a number of panels, spread a little all over the rooms of the Canadian section.

Yours, most sincerely,

P. DARTIGUENAVE,
31 Avenue de la Republique,
Nanterre, near Paris, France.

It is understood that the board of directors will act as a committee to take charge of the plans tending to a dissolution. These are, in substance: The sale of the separate factories back to their original owners, or, in the absence of such purchaser on a basis satisfactory to the committee, the putting up of the plants at public auction.—New York Stationer.

902, 904. These are the two numbers which The Watson, Foster Co. ask discriminating dealers to consider. They will be found in new 1901 catalogue, and there are others, new designs treated in artistic and progressive style.

READ THIS

ABOUT OUR PARIS EXHIBIT OF WALL PAPERS

The following letter from Mr. P. Dartiguenave, an eminent designer of New York, acting in Paris as correspondent for "Carpets, Wall Papers and Curtains," published by that paper, June 30th, will be of interest to Canadian Wall Paper Dealers :

PARIS, June 20, 1900.

GENTLEMEN:—In my last letter I told you I would write to you again about what I might find interesting in the wall paper exhibits of the Paris Exposition. The other day I was visiting the English Colonies, when I was agreeably surprised to see a beautiful display made by the Watson, Foster Co. in the section of Canada. They have a very large and splendid show case where one can see a selection of the best samples of their line. I was not the only one to be attracted by their showing, for a whole crowd were standing around, admiring the richness of the colorings and the grace of the drawings. One of the company's best and most attractive samples is a large parlor paper in half-tapestry shades and with a heavy gold background. I have hardly ever seen anything of a more striking and artistic effect. I will not try to depict to you all the good things I have seen in their exhibit. A design is something that must be looked at, a description of it is hardly interesting. Still, I will tell you that their assortment is complete. Florals, heraldics, halls, scrolls, etc., are in great variety. Besides their central display, they have a number of panels, spread a little all over the rooms of the Canadian section.

Yours, most sincerely,

P. DARTIGUENAVE.

31 avenue de la Republique, Nanterre, near Paris, France.

**OUR TRAVELLERS ARE NOW ON THE ROAD
WITH OUR SAMPLES—THE STRONGEST LINE
WE HAVE EVER SHOWN. KINDLY RESERVE
YOUR ORDERS.**

THE **WATSON, FOSTER CO.,** LIMITED
MONTREAL.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa between July 1, and August 1, 1900.

Compiled for BOOKSELLER AND STATIONER.

11502. *The Union Jack Forever. March and Two-Step.* By W. H. Hodgins, Toronto, Ont.

11503. *Pretoria. March and Two-Step.* By A. W. Hughes. W. H. Hodgins, Toronto.

11504. *Madeline Waltzes.* By W. H. Hodgins, Toronto.

11505. *Be True to Me. The Soldier's Farewell. Song.* Words and Music by Lieut.-Col. John W. Pratt. Whaley, Royce & Co., Toronto.

11506. *Good-Bye! Song.* Words by G. T. Whyte Melville. Music by F. Paolo Tosti. John Hanna, Toronto.

11507 to 11511. *Photos of His Excellency, Mgr. Falconia, F. Lyonde,* Toronto.

11512. *The Pilgrim's Rest.* Words by Scott Brampton. Music by Chas. A. Chase. Church Co., Cincinnati.

11513. *Sheard's British War Song Album. Canadian American Music Co.,* Toronto.

11514. *The Knights of the Cross.* By Henryk Sienkiewicz. Authorized and Unabridged Translation from the Polish, by Jeremiah Curtin. (Second Half.) Morang & Co., Toronto.

11515. *Modern Pianoforte Technique.* By A. S. Vogt. Part I. Whaley, Royce & Co., Toronto.

11516. *Something That Money Can't Buy.* Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.

11517. *When You Love.* Words by Charles Horwitz. Music by Frederick V. Bowers. Hill, Horwitz & Bowers, Chicago.

11518. *The Reign of Law. A Tale of the Kentucky Hemp Fields.* By James Lane Allen. Copp, Clark Co., Toronto.

11519. *Hail to the Spirit of Liberty. March.* By John Philip Sousa. Church Co., Cincinnati.

11520. *Educational Review Supplementary Readings, Canadian History, Number Ten, June, 1900.* Geo. U. Hay, St. John, N.B.

11521. *Carabinades. Par Dr. Choquette.* Avec preface et post face en vers par les Docteurs Beauchemin et Drummond. Ernest Choquette, M.D., St. Hilaire, Que.

11522. *Honorable G. W. Ross.* Photo. Earnest J. Rowley, Toronto.

11523. *Grimsby Park: Historical and Descriptive.* By Harriet Phelps Youmans, St. Catharines.

11524. *Ideal Head of the Rev. Mary Baker Eddy.* Pen and ink drawing. Lawrence Hague, Toronto.

11525. *Aunt Ann's Antics. Cake Walk, march and two-step.* By Elmer H. Smith. The T. Eaton Co., Toronto.

11526. *Wheeler's Graded Studies in English: First Lessons in Grammar and Composition.* W. H. Wheeler & Co. Toronto.

11527. *Wheeler's Graded Studies in Great Authors: A complete Speller.* W. H. Wheeler & Co., Toronto.

11528. *Sir Wilfrid Laurier. Painting.* J. Colin Forbes, Ottawa.

11529. *Sir Wilfrid Laurier. Photograph of painting.* J. Colin Forbes, Ottawa.

11531. *The Public School Arithmetic and Mensuration.* Canada Publishing Co., Toronto.

11532. *Come Home. An appeal on behalf of reunion.* By Rev. John Langtry, M.A., D.C.L., Toronto.

11533. *Waterloo Centennial. March.* By Watson H. Walker, Waterloo, Ont.

11534. *Three Cheers for the Flag.* Words by Fred. W. Adams. Music by Chas. E. Andrews. R. S. Williams & Sons, Toronto.

11535. *High School French Grammar and Reader.* By W. H. Fraser, B.A., and J. Squair, B.A. Copp, Clark Co., Toronto.

11536. *Modern Pianoforte Technique.* By A. S. Vogt. Part 2. Whaley, Royce & Co., Toronto.

11537. *The Heroes of South Africa.* Print. Joseph Johnston, Vancouver.

11538. *Muskoka Through a Camera.* Book. Frederick Smily, Toronto.

11540. *Unleavened Bread.* By Robert Grant. Book. Charles Scribner's Sons, New York.

11541. *Recitative. (Maida.) Alas! For Me.* Music. By C.A.E. Harriss. Whaley, Royce & Co., Toronto.

11542. *Recitative and Chorus: Recit.—My Gallant Defenders.* Music. By C.A.E. Harriss. Whaley, Royce & Co., Toronto.

11543. *Recitative, Air and Chorus: The Cloister Scene.* By C. A. E. Harriss. Whaley, Royce & Co., Toronto.

11544. *Waiting.* Photo. Ernest J. Rowley, Toronto.

11546. *Manuel de Droit Commercial.* Par Mathieu A. Bernard. C. Theoret, Montreal.

11547. *Register of Members, Register of Shares Transferred, Register of Directors or Managers, Summary of Capital and Shares.* Albert Francis Griffiths, Victoria, B.C.

11548. *New Map of the Province of Ontario, Showing Counties, Townships, Post Offices, Railways and Canals.* Copp, Clark Co., Toronto.

11549. *The Boers and the Cause of the War in South Africa.* By Captain John Ross. Imrie, Graham & Co., Toronto.

11550. *Plan of the City of Nelson and*

its Suburbs. Map. The Thomson Stationery Co., Limited, Vancouver, B.C.

11551. *The Briggs Ledger System.* Francis W. Briggs, Ottawa.

11552. *Soldiering in Canada: Recollections and Experiences.* By Lieut.-Col. George T. Denison. George N. Morang & Co., Toronto.

11553. *March to Pretoria. March and two-step.* By George A. Watts. Harry H. Sparks, Toronto.

11554. *It Takes a Darkey to Have Good Time.* Words and music by Boyle Woolfolk. Hill, Horwitz, & Bowers, Chicago.

11555. *The Relief March.* By Jessie Arthur Longfield, Victoria, B.C.

11556. *The Life of Lives: Further studies in the Life of Christ.* By F. W. Farrar, D.D. William Briggs, Toronto.

11557. *A Briton is a Free Man.* Words by Harvey Lloyd. Music by Maurice Taube. J. M. Gould, Toronto.

11558. *The Concise Ready Reckoner and Interest Tables.* With valuable tables of weights and measures. By Arnold W. Thomas. Copp, Clark Co., Toronto.

11560. *The Municipal Manual.* 11th edition. Revised and rewritten by Charles R. W. Briggs, Toronto.

INTERIM COPYRIGHTS.

650. *Ideal Head of the Rev. Mary Baker Eddy.* Pen and ink drawing. Lawrence Hague, Toronto.

651. *The Master Christian.* By Marie Corelli. Book. William Briggs, Toronto.

652. *The Annual Financial Review.* Compiled by W. A. Houston. William R. Houston, Toronto.

THE BUSINESS SIDE OF GOLF BALLS.

G. F. Spalding says that more money is spent for golf balls than for any other plaything ever known. The average player's outlay for balls is much greater than for clubs. Mr. Spalding makes an estimate of the number of golfers in the United States and their requirements in balls which would call for an annual demand for 21,600,000, at an expense, at 25c. each on an average, of \$5,400,000. He thinks that, in the end, the trade will be supplied mainly by American makers. The profit cannot be great, however, considering that the crude gutta-percha in a dozen balls, retailing at \$3.50 to \$4.50 per dozen, costs the manufacturer about \$2, and the material must be kept in stock a year or more to insure the balls being suitably seasoned before put into use. "It is plain, however," says The India Rubber World, "that Mr. Spalding's estimate of the sale of golf balls is excessive, for the reason that the total value of imports into the United States of gutta-percha and of gutta-percha goods falls far short of the amount above stated."

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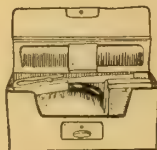
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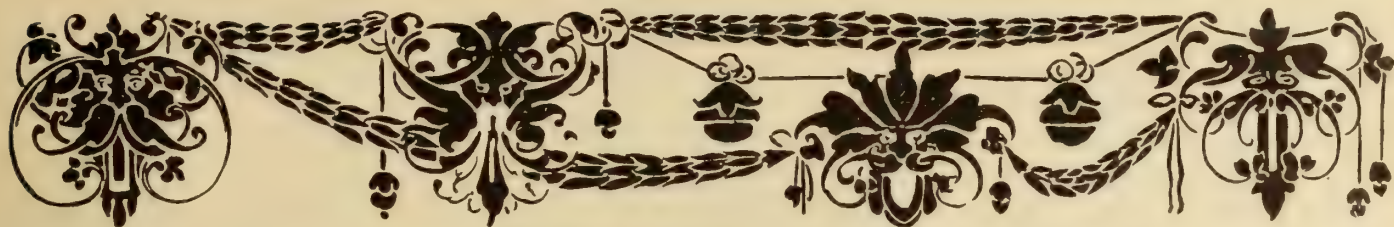
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Vol. XVI.

TORONTO and MONTREAL, CANADA, SEPTEMBER, 1900.

No. 9.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

Being now in its sixteenth year, THE BOOKSELLER AND STATIONER feels warranted in making a few remarks about itself in connection with the Special Issue which now goes out to its readers in all parts of Canada. Notwithstanding the vicissitudes of the stationery and book trade during the past 10 years there has always been room for a paper representing the trade, and we have especially to thank our friends in all the Provinces who have stood faithfully by this journal for years. The aim during the coming season of 1900 1901, will be to make the paper more useful than ever before. Several features of considerable importance to the trade will be continued during the coming year. The reports of best selling books in this market have proved to be valuable to dealers as an indication of popular taste in new books, and we have received several letters from

readers asking that the department be continued. This will be done. The list of copyrights which appears monthly takes on a new importance from the provisions of the new law forbidding importation of certain editions. It is intended to enlarge the department devoted to stationery, in order to include the latest information regarding prices and novelties, etc. The information about books will be kept up-to-date, so that the dealer who takes the paper may feel that he is getting the worth of his money. We invite correspondence and inquiries from readers everywhere, and wish them all a very prosperous and satisfactory Autumn and Winter trade.

* *

The question of departmental store competition is one which the average bookseller and stationer feels more than any other merchant, because it seems easier to work the cry of "cheap bargains" in this trade than in any other. From no merely selfish point of view do we regard the mischief which is being wrought upon our trade by departmental stores. It is a bad thing for the community when bookstores decline. And, at any rate, no illegitimate methods should be allowed to crowd them out. Germany is to the front these days in all matters of trade as a live, progressive and successful country. What are the Germans doing with departmental stores? Putting a special tax on them. A law has been passed in Prussia legalizing special taxation of departmental stores by municipalities. The new Act divides these stores into four classes.

One class may sell groceries, foods, tobaccos, smokers' articles, apothecaries' supplies, colors, drugs and perfumery. Another class may sell dry goods of all

kinds, bedding, furniture, carpets, curtains and all articles for interior household decoration. A third class may sell household, kitchen and garden utensils and implements, stoves, china, earthenware, upholstered furniture and materials pertaining thereto. The fourth class may sell jewelry, bric-a-brac, books, music, bicycles, firearms, sporting goods, toys, sewing machines, and optical, medical, scientific or musical instruments. Any store handling more articles than are named in one class shall pay a special graduated tax, according to the total annual sales of the store, whenever the turnover exceeds \$95,000. This tax would be \$1,000 on a turnover of \$100,000; about \$2,500 on a turnover of about \$150,000; about \$3,500 on a turnover of about \$200,000, and so on. The big stores are given six months in which to prepare for the new law. It does not go into force until January, 1901. There is much speculation in Prussia as to the effects and working of the Act. On another occasion we shall give our readers further information about the matter.

* *

Booksellers are on the eve of what promises to be a fairly profitable season. The information given in this number of THE BOOKSELLER AND STATIONER may briefly be summed up as follows: First, Canadian publishers are going to issue a number of editions this year, both in fiction and in general literature; that English publishers are disposed to push both their news books and their cheap editions more vigorously in this market than heretofore, and that there is a better prospect for cloth bound books and works of a more expensive character than for several seasons back. As to the

The Book
Sales.

CURRENT NOTES—Continued.

increasing sale of novels, it is sometimes feared that the limit will soon be reached. But it must be remembered that the taste for fiction is becoming more and more pronounced every year. If there are more novels produced, there are more readers to buy them. The bookseller need not have much fear of stocking too heavily in novels, if he selects well and keeps in close touch with his customers. A recent feature is the issue of novels by Canadian writers. Some of these are well written, and there is no reason to doubt that in time a school of Canadian writers of fiction will spring into vigorous life.

A rather notable thing about fiction during the last two years is that several United States writers have competed for popularity with British writers. Even in Canada some of the most successful of recent novels have been by American writers. This indicates a certain amount of similarity in the tastes of Canadian and American people. By noting the kind of book in this class which has been successful, the dealer will know whether or not to believe the partiality of the United States papers for their own writers.

Another matter which the trade cannot fail to note is that the giving of books at holiday time for presents, both in the family and to friends, is very much on the increase. There has also come into vogue the practice of buying small Christmas booklets, prettily bound in cloth, and retailing all the way from 25 to 75c., for Christmas gifts. The larger sales of expensive books, to which reference has been made, may not impress some dealers who feel their trade does not warrant the purchase of expensive books. They should, however, keep in mind that costly books or sets can be sold by booksellers who are willing to accept payment by instalment. There is no reason why the instalment system should be monopolized by the subscription book men altogether. It can be made to work well by the ordinary city or town dealer who has a personal knowledge of his customers and can afford to trust them. The lists of Canadian publishers whose announcements for 1900 contain a number of interesting works, the description of which the dealer will do well to read.

BEST SELLING BOOKS.

Reported by Leading Members of the Trade for
THE BOOKSELLER AND STATIONER.

*** These lists are of value in showing what books are selling in various large centres of Canada. The following lists are for the month of August.

TORONTO.

1. "The Heart's Highway" (Wilkins).
2. "The Redemption of David Corson" (Goss).
3. "Boy" (Corelli).
4. "Fables in Slang" (Ade).
5. "Unleavened Bread" (Grant).
6. "The Master Christian" (Corelli).

OTTAWA.

1. "The Reign of Law" (Allen).
2. "To Have and To Hold" (Johnston).
3. "Prisoners of Hope" (Johnston).
4. "The Redemption of David Corson" (Goss).
5. "The English in Africa" (Miller).
6. "History of the H. B. Company" (Bryce).

MONTREAL.

1. "Boy" (Corelli).
2. "The Heart's Highway" (Wilkins).
3. "Three Men on Wheels" (Jerome).
4. "Robert Orange" (Hobbes).
5. "Unleavened Bread" (Grant).
6. "The Reign of Law" (Allen).

HALIFAX.

1. "By the Marshes of Minas" (Roberts).
2. "The Redemption of David Corson" (Goss).
3. "A Bid for Fortune" (Boothby).
4. "Jewel Mysteries I Have Known" (Pemberton).
5. "Little Anna Mark" (Crockett).
6. "The Garden of Eden" (Howard).

WINNIPEG.

1. "The Reign of Law" (Allen).
2. "Boy" (Corelli).
3. "The Redemption of David Corson" (Goss).
4. "To Have and To Hold" (Johnston).
5. "Prisoners of Hope" (Johnston).
6. "Philip Winwood" (Stephens).

ST. JOHN.

1. "The Farringdons" (Fowler).
2. "To Have and to Hold" (Johnston).
3. "Three Men on Wheels" (Jerome).
4. "The Reign of Law" (Allen).
5. "Janice Meredith" (Ford).
6. "Prisoners of Hope" (Johnston).

VANCOUVER.

1. "Boy" (Corelli).
2. "To Have and To Hold" (Johnston).
3. "The Reign of Law" (Allen).
4. "Unleavened Bread" (Grant).
5. "The Redemption of David Corson" (Goss).
6. "Red Pottage" (Cholmondeley).

VICTORIA.

1. "Chicamon Stone."
2. "The Heart's Highway" (Wilkins).
3. "To Have and To Hold" (Johnston).
4. "The Reign of Law" (Allen).
5. "From London to Ladysmith" (Churchill).
6. "Prisoners of Hope" (Johnston).

ENGLAND.

1. "The Increasing Purpose" ["The Reign of Law"] (Allen).
2. "The Farringdons" (Fowler).
3. "Little Anna Mark" (Crockett).
4. "Nude Souls" (Swift).
5. "The West End" (White).
6. "Boy" (Corelli).

SCOTLAND.

1. "Robert Orange" (Corelli).
2. "Unleavened Bread" (Grant).
3. "The Increasing Purpose" (Allen).
4. "Voices in the Night" (Steel).
5. "The West End" (White).
6. "Boy" (Corelli).

THE UNITED STATES.

1. "The Reign of Law" (Allen).
2. "To Have and To Hold" (Johnston).
3. "The Redemption of David Corson" (Goss).
4. "Unleavened Bread" (Grant).
5. "Voice of the People" (Glasgow).
6. "Philip Winwood" (Stephens).

THE CANADIAN MAGAZINE.

LAST year The Canadian Magazine made quite a hit with its Christmas number, both cover and contents being superior to anything it had ever before given to the public. The publishers now announce that they intend to excel last year's attempt with a handsome Christmas number for this year. The cover design will be by Mr. D. F. Thomson, who has so successfully designed its special covers for this year. In addition to this the magazine will contain a series of colored illustrations, and this is the point at which it is expected that this year's Christmas number will be superior to last year's.

Among the persons who have already promised to contribute are Dr. W. H. Drummond, W. A. Fraser, Hon. J. W. Longley, William Wilfrid Campbell, J. Macdonald Oxley, Virna Sheard and Jean Blewett.

It is gratifying to note that The Canadian Magazine will, in October, complete its 15th volume. Only one or two Canadian magazines had anything like the length of days that has been given to the present Canadian Magazine, and none of them ever had half the circulation the present one has attained. This is gratifying to Canadians, because it insures a permanent national publication for which a patriotic citizen may pay in advance without fear of its stopping publication before his subscription expires. It is gratifying also because it indicates that Canadian patriotism is growing. There is increasing sentiment in favor of giving the native literary article a chance, and the native literary article is benefiting very much by the public's attitude. No doubt the publishers of The Canadian Magazine will find that it pays to issue a Christmas number which will compare favorably with anything published in London or New York at the same price.

Last year dealers doubled their sales, and there is no doubt that three times as many Canadian Magazines will be sold this year as were sold two years ago, presuming, of course, that the publishers realize their promises as to contents and appearance.

Autumn and Winter Book Trade.

AUTUMN LIST OF PUBLISHERS.

Bell & Sons, Geo., London.
 Blackie & Son, Limited, London.
 Briggs, William, Toronto.
 Copp, Clark Co., Limited, The, Toronto.
 Dicks, John, London.
 Gage & Co., Limited, W. J., Toronto.
 Laird & Lee, Chicago.
 Morang & Co., Limited, Geo. N., Toronto.
 Morton, Phillips & Co., Montreal.
 Poole Publishing Co., Toronto.
 Publishers' Syndicate, Toronto.
 Revell Co., Fleming H., Toronto.

THE MORANG & CO. LIST.

Morang & Co. are sending out to their friends in the trade a list of important books for the Autumn and Winter season. The firm have made an effort to consider the needs of the Canadian market, and the requirements of the book-selling trade.

SOLDIERING IN CANADA.—Among the works thus listed, perhaps the first mention must be given to Colonel Denison's great book, "Soldiering in Canada," which, as has already been remarked in the press, is "literature in a real sense and truly Canadian in spirit." The fact that, as soon as it became known that this work was approaching issue, Macmillan & Co., of London, cabled for a special edition to be sent over to them, sufficiently indicates its value. But it is unnecessary to say that to Canadians it will be of intense interest. The Colonel, who is one of the best-known men in the Dominion, has produced, decidedly, the liveliest book of autobiography that has been published anywhere in recent years. It tells the story of the militia for upwards of 40 years from the inside point of view, and tells it with a characteristic straightforwardness and vigor that are as admirable as they are rare. No doubt, there are those who will dissent from the author's position on many points, and will be ready to bring forward the argument on the other side. In fact, it may be expected that the book will draw forth condemnation as well as compliment.

But all readers will concede the charm of the volume. It is full of the Colonel's personality. It is a complete repertoire of racy anecdotes and good things. It, moreover, tells a personal story of the early beginning of volunteering; of the Fenian Raid, and the unreadiness for it on the part of the authorities; of the Colonel's early professional struggles; of how he came to write the prize "History of Modern Cavalry," and paid a memorable visit to St. Peters-

burg to finish it; of repeated visits to England, where he was the guest of such men as Lord Salisbury, and, at one time, during the progress of a military review, the companion of princes and kings; of the Rebellion of 1885, and various adventures on frozen lakes and snow-covered prairies—in fact, the book is crammed with interest, and it is hardly possible to find a page of it that is not readable.

The book has been turned out by Morang & Co. in a manner that is highly creditable to them, the binding being attractive and the typography and paper excellent. A fine photogravure portrait of Colonel Denison forms the frontispiece, while a map of the Niagara Peninsula and six half tone illustrations add to the attractiveness of the volume. At the price of \$2, which is not too much for so important a work gotten up as it is, an opportunity is offered the trade which they should not be slow to take advantage of. There are in Canada over 60,000 men who are, or were, connected with the militia, and in every locality a large contingent of these will only need a proper method of application to become purchasers of this book, so full of direct interest to them. Indeed, hardly any man with sufficient enthusiasm to go into the volunteers will deny himself the pleasure of possessing a book which affords, without doubt, the best opportunity of becoming acquainted with the past history of the militia.

A WOMAN TENDERFOOT.—Of an altogether different kind, but equally interesting is "A Woman Tenderfoot," by Grace Gallatin Thompson, wife of Ernest Seton Thompson, author of "Wild Animals I Have Known." Mrs. Thompson accompanied her husband on the camping trips he took to gather material for his great work, and she here gives us her experiences of the journeys from a woman's point of view, with a wealth of detail and graphic portraiture which will charm the reader. When we say that this volume is illustrated by Mr. Thompson, assisted by Mr. F. D. Ashe, and has the same sort of marginal drawings as characterized "Wild Animals I Have Known," it will be seen that an item has been added to the opportunity of the live purveyors of literature that cannot be overlooked. The price of the book will be \$2, and those booksellers who handled Mr. Thompson's former book will know what to do with this one.

LAMPMAN'S POEMS.—The wide interest roused throughout Canada by the publication of the late Archibald Lampman's poems was distinctly complimentary to the taste of Canadian readers. That large edition being exhausted, Morang & Co. have another edition in the press which they will spare no pains to make commensurate in every way to the dignity and interest of the work. It will be one of the most distinguished gift books of the season, and for the Christmas trade will be a safe line to order. Although this edition will be in every way superior to the former, the price will be less, namely, \$2.

GIFT BOOKS OF POETRY.—Other books of poetry suitable for Christmas trade in this list comprise: "Beyond the Hills of Dream," by W. W. Campbell; "Lyrics of Lowly Life" and "Lyrics of the Hearthside," by Paul Lawrence Dunbar, and Browning's "Pippa Passes." The latter work is a highly-decorated edition, and will be a gem for the bookseller's Christmas counter. Lovers of Browning will be pleased to acquire this edition of that favorite poem, every page of which has a suitable ornamental design, while the volume is enriched with most artistic illustrations.

PARKER'S NEW NOVEL.—Gilbert Parker's new novel, "The Lane That Had No Turning," is another of the taking books on this firm's list. Dr. Parker's success in dealing with the scenes and characteristics of Old Quebec is too well known to need comment. In this new book, he is said to have excelled his former work and to have produced a story that will be at once appreciated in Canada. The book is dedicated to Sir Wilfrid Laurier, and the author believes that this is the last work of fiction which he will devote to French Canada.

HOLIDAY EDITIONS.—"To Have and To Hold" and "Prisoners of Hope" have had such a steady success in Canada that it is no wonder that Morang & Co. announce a holiday edition of the two books, in a box, which will surely have a large Winter sale. The same may be said of Frechette's "Christmas in French Canada," which did so well last season. For it, numerous advance orders have already been received. The publishers also announce an edition in French of this book, entitled "La Noel au Canada," the preparation of which has been a great joy to the author, and will

BOOKS AND PERIODICALS—Continued.

receive hearty encouragement, both in Quebec and by numerous readers of good French literature in the English Provinces.

A MILITARY BOOK.—Lieut.-General Baden-Powell's collection of stories "Sport in War," illustrated by the clever pencil and brush of the famous author, is having a good run and will sell during the entire season, as there are appreciative readers enough who will have a natural desire to possess themselves of so interesting a souvenir of the gallant defender of Mafeking.

LIFE OF PARKMAN.—A book that every Canadian reader of history will want is "A Life of Francis Parkman," by Charles Haight Farnham. This biography has been in progress for some years. It contains several valuable portraits, and is enriched by all the available material in the hands of Parkman's family friends.

"The Strength of Gideon" is a collection of stories by Paul Lawrence Dunbar, which those who read "Folks from Dixie" will no doubt value.

THE FLEMING H. REVELL CO. LIST.

The Revell Company announce quite a list of important books for the coming Fall, a few of which we briefly note here, but expect to notice more fully as the books are ready for delivery.

TWO NEW SERIES.—Two new series of books are being prepared. "The Staincliffe," containing six capital stories, each teaching an important lesson in the realm of morals; and "Ideal Messages," a series of dainty booklets for friend to send to friend, well justifying the title of ideal, from the elegance of their production and genuine worth of the messages. The retail price of this series is 25 cents each. The booklet, by Newell Dwight Hillis, published last Fall, entitled "Right Living as a Fine Art," had a very large sale. Three more are to be brought out this year, uniform in style and price, and there is no doubt the demand for them will be very large. The titles are attractive, and are sure to command attention, especially amongst the better class of trade. The titles are as follows: Robert Louis Stevenson's "Christmas Sermon," a story of the ideal life; Shakespeare's "Counsels to Laertes," a poet's rules for a successful life, and John Ruskin's "Outlook Upon Youth as a Great Opportunity." These are published at 50c. each.

A new volume in the Stories of Missions series is announced, "The Sign of the Cross in Madagascar," by Rev. J. J. Kilpin Fletcher. This is a bright, well-written account of the development and growth of Christianity in Madagascar from the landing

of the first missionaries to the triumph of the cross. In neat cloth binding, \$1.

CHINESE RHYMES.—A book which will be of special interest to young people, and older people as well, is "Chinese Mother Goose Rhymes." Translated and illustrated by Prof. Isaac Taylor Headland, of Peking University, small 4to boards, fully illustrated, 160 pages, \$1. The covers are printed in three colors, front and reverse sides, cloth hinge. The unexampled illustrations of Chinese child life, numbering about 150, are all from photographs prepared by the author exclusively for this book.

The "Majesty of Calmness," by Mr. George Jordan, is published in decorated boards at 30c. This is a second series of Mr. Jordan's very pointed editorials which attracted much attention in The Saturday Evening Post. The contents include "The Majesty of Calmness," "Power of Purpose of Life," "Force of Personal Influence," "Failure as a Success," "Dignity of Self Reliance," "Doing our Best," etc.

WINSOME WOMANHOOD.—"Winsome Womanhood," by Margaret E. Sangster, is a book of familiar talks on life and conduct published in cloth at \$1.25. M. E. Sangster is the author of "Poems of the Household," "Easter Bells," "On the Road Home," etc., and is well qualified to write on the subject she has chosen. The book is well gotten up, attractive in appearance, and will make an ideal present for any young woman. A few of the chapter headings will give some idea of the contents of the book: The Girl of Fifteen; The Daughter at Home; The Girl and Her Friends; Her Innocent Pleasures; Her Books and Correspondence; The Girl in Business. And so on Through Wedded Life; Motherhood, etc., to the last chapter, Waiting for the Angels.

There are many other new things in this company's list of announcements, but we cannot in this number mention them all. The Revell Company will, no doubt, be glad to send their complete list to any of the trade on application.

THE W. J. GAGE & CO.'S LIST.

SONS OF THE MORNING.—The most notable book to be issued from the press of W. J. Gage & Co. during the month of September is "Sons of the Morning," by Eden Phillpotts. Little need be said concerning this author's virile work since the far-reaching success of "Children of the Mist." This is the first novel he has written since the publication of that powerful work. The same strength of imagination, couched in the same vivid English, is characteristic of this new story which has,

perhaps, more of maturity about it. Mr. Phillpotts has again chosen Dartmoor, that corner of England which he knows and loves so well, for the scene of his novel. The lamented R. D. Blackmore, author of "Lorna Doone," says of Mr. Phillpotts' "Children of the Mist," "I was simply astonished at the beauty and power of this novel. Literature has been enriched with a wholesome genial tale, the reading of which is a pleasure in store for many." Fresh, original, and powerful, "Sons of the Morning" bids fair to be one of the most popular novels of the year.

THE GATELESS BARRIER.—Charles Kingsley's eldest daughter inherits her father's great talent for writing stirring, bold and vigorous English. She writes under the nom de plume of Lucas Malet, and has made for herself a recognized position in the literary world. Her latest book, which is published simultaneously in England, United States and Canada, "The Gateless Barrier," is very clever and really charming. Weird and fanciful it is true, but delightfully fresh and pleasing.

MISS WOOD'S NOVEL.—"A Daughter of Witches," by Joanna E. Wood, a bright Canadian writer, which has appeared serially in The Canadian Magazine, will be published in book form in England by Hurst & Blackett, and in Canada by W. J. Gage & Co., during this month. Miss Wood has made for herself a position and a name in England of which all Canadians may be proud. More extended notice of "A Daughter of Witches" will appear at a later date. The publishers hope to have it on the market during September.

THE GIRL AT THE HALF-WAY HOUSE.—Well up in the running is "The Girl at the Half-Way House," by E. Hough. Although but a short time on the market, the book is rapidly working its way into popular favor. It is a book of exceptional vitality—a series of swiftly-changing, kaleidoscopic pictures of one of the most interesting phases of Western life.

ROBERT ORANGE.—John Oliver Hobbes (Mrs. Craigie) is now taking a well-earned rest in the Isle of Wight. She spent some years in writing "Robert Orange," which has been pronounced perhaps one of the most subtle essays on man ever written by a woman. The Standard calls it a remarkable book. The sales would indicate that the wide interest which it has evoked in England has also spread to Canada.

A NOVEL ABOUT CHINA.—A rattling, stirring story of adventure in China, the China of to day, may be had in "The Mandarin," by Carlton Dawe. The author is thoroughly familiar with his subject. The publishers are to be congratulated on the attractive cover and bright illustrations

This book of recollections and experiences, by Lieut-Col. George T. Denison, late commanding the Governor-General's Body Guard, is one of the liveliest and most interesting of autobiographical books. In it the author describes, with a vivid and vigorous pen, his forty years' experience of the Canadian Militia.

**Soldiering
In
Canada.**
DENISON

He includes the Fenian Raid, the early days of the volunteer forces, experiences with Southern Generals, and the Rebellion of 1885. The pages are brightened by good stories, and are full of characteristic and straight talk about men and things. Cloth, gilt top, 364 pages, with fine photogravure portrait of the author, a map of the Niagara Peninsula, and six half-tone illustrations, \$2.00.

George N. Morang & Co., Ltd.

Mrs. Seton-Thompson has been the companion of her husband, the famous artist author, in so many of his expeditions, that she is amply able to present the woman's side of the trip during which he gathered the material for his "Wild Animals."

**A
Woman
Tenderfoot.**
SETON-
THOMPSON.

The many marginal drawings and full-page pictures add greatly to the interest. Cloth, decorated, 250 pages. Illustrated by Ernest Seton-Thompson, F. D. Ashe, and from sketches and photographs. \$2.00.

George N. Morang & Co., Ltd.

This new novel by a famous and popular Canadian author, Gilbert Parker, D. C. L., author of "The Seats of the Mighty," etc., is the first that he has published since 1897. The scene is laid in Quebec, and deals with those phases of life in which Dr. Parker has already proved he is a master. Cloth, \$1.50; paper, 75c.

**Born With
a Golden
Spoon.**
PARKER.

George N. Morang & Co., Ltd.

This fine edition of the complete poetical works of the late Archibald Lampman is a literary treasure which every Canadian who cares for literature should possess. It is a collection made with loving care of one of our sweetest and strongest singers.

**Archibald
Lampman's
Poems.**

Edited by the poet's poet-friend, Mr. Duncan Campbell Scott, it is a worthy monument to Lampman's genius, and contains a memoir and introduction by the editor. Cloth, 479 pp. with photogravure portrait and fac-simile of M. S., \$2.

George N. Morang & Co., Ltd.

This collection of short stories, by the hero of Mafeking, has already met with a most encouraging reception from the Canadian public. Every man with an ounce of sporting blood in his veins will hasten to possess himself of this lively record of sport under various conditions in foreign lands, while the fact that it is illustrated by nineteen drawings from the clever pencil of the author, invests it with an additional charm.

**Sport
In
War.**
BADEN-
POWELL.

Cloth, illustrated, \$1.25.

George N. Morang & Co., Ltd.

This is the most lively book of travel that has been published during a long period, and in it the author gives very characteristic expression to her ideas on foreign things and people.

**As
Seen
By Me.**
LILIAN BELL

Cloth, \$1.25; paper, 75 cents.

George N. Morang & Co., Ltd.

This latest volume of poems by the author of "Lake Lyrics," "The Dread Voyage," etc., contains some of the most exquisite gems of this well-known Canadian poet, notably "The Mother," and "England," for which Mr. Campbell has received unstinted praise.

**Beyond the
Hills of
Dream.**
CAMPBELL.

Cloth ornamental, \$1.00.

George N. Morang & Co., Ltd.

This charming collection of stories, which enjoyed such wide popularity last season, brings before us the old legends and the picturesque types of French-Canadian life, whose idioms, habits, costumes and superstitions are rapidly disappearing.

**Christmas
In French
Canada.**
FRECHETTE.

Cloth ornamental, gilt top, 270 pp., with two photogravures and upwards of 30 illustrations, \$2.00.

George N. Morang & Co., Ltd.

This is a special edition in French of the foregoing work which will be read with interest not only by the fellow countrymen of the author but by those who are fond of the best French literature.

**La Noël
Au
Canada.**
FRECHETTE.

Cloth, illustrated, about 300 pages, \$1.50.

George N. Morang & Co., Ltd.

A bright series of stories in which negro characteristics are entertainingly set forth. Paul Laurence Dunbar has already been recognized as a thoroughly sympathetic and artistic writer. This last volume contains his best work.

**The
Strength of
Gideon.**
DUNBAR.

Cloth, decorated, \$1.25.

George N. Morang & Co., Ltd.

This beautifully decorated edition of Browning's favorite poems is a literary and artistic gem. As a tasteful gift book it cannot be surpassed. Every page framed in an appropriate decorative design.

**Pippa
Passes.**
BROWNING

Cloth, decorated, \$2.00.

George N. Morang & Co., Ltd.

These two novels, especially the first, have been par excellence the sellers of the year, and they are still full of vitality. A very large number will be sold for the holiday trade. "To Have and to Hold," now advertises itself, and those who read it are anxious to secure Miss Johnston's other book.

**To Have and
To Hold.**
Prisoners of
Hope.
JOHNSTON.

Price of each, \$1.50 in cloth; 75 cents in paper. Special holiday edition of the two in a box, \$3.00.

George N. Morang & Co., Ltd.

BOOKS AND PERIODICALS—Continued.

which adorn the book. The Chinese characters on the cover are such as attract attention. If placed on the bookseller's counter, no talking should be required to sell it.

"Winefred," the latest novel by S. Baring Gould, is a charming and striking picture of English life in the eighteenth century. It is well illustrated, and will appeal to a large section of readers of fiction.

THE COPP, CLARK CO., LIMITED.

THE CHEVALIER OF THE SPLENDID CREST.—By Sir Herbert Stirling Maxwell. Few historical romances of recent years have been so carefully and ably written as this. Sir Herbert Maxwell has brought his interest in history and his scholarship to bear upon the period in which Edward I. invaded Scotland, and Edward II. is defeated at the Battle of Bannockburn. The author succeeds in imitating, without wearisomeness, the language which we may suppose to have been used by the English people in the 14th century or a little later. The tale is full of fighting and adventure, but there has evidently been bestowed upon it a special knowledge of the customs and feelings of the people at that time, as well as a study of the typography. In fact, the author is at pains to give us a very attractive outline plan of the city of Winchester and the neighborhood of Stirling, two of the principal scenes in the story. A young English heiress and a young, brave, landless knight are the central figures in the story. The girl, Challice, is allowed by Edward I., although a king's ward, to wed whom she pleases, but Edward II. rescinds his father's order, and the lovers have to fly to France. Altogether, the book is much above the ordinary romance and is really a piece of literature.

CANADA UNDER BRITISH RULE.—Sir John Bourinot, K.C.M.G., the clerk of the Canadian Parliament, has written several valuable treatises on Canadian history, and he is well qualified from familiarity with the subject to write a book dealing with the development of events in this country since the Conquest in 1760. The Copp, Clark Co. announce that one of the notable Canadian books of the Autumn season is, "A Short History of Canada Under British Rule, 1760-1900." It will be received with interest as an authoritative contribution to the limited body of our historical literature.

RICHARD YEA AND NAY.—Since the days when the magic pen of Sir Walter Scott wrote "Ivanhoe," no historical romance dealing with England in the time of the Crusades has had so remarkable a success as the "Forest Lovers," by Maurice

Hewlett. Its freshness and vigor of style breathed the very atmosphere of those old days and the whole book was permeated with the sentiment of love as it was expressed in the century when chivalry was at its height. It augurs well for Maurice Hewlett's new book, "Richard Yea and Nay," that he has laid the plot of his story in the days of Richard III., the only English king who was a hero of the Crusades. The king's life is said to form a leading feature in the book, so that readers are assured of a thoroughly romantic and adventurous tale on the same lines as the "Forest Lovers." As no Canadian edition was ever issued of the latter work, it is probable that many readers are not familiar with it. But its popularity in England was astonishing and it still sells well in the cheap 6d. edition, which the publishers felt themselves encouraged to bring out. Mr. Hewlett's new book is quite likely to have an equally marked success.

TOMMY AND GRIZEL.—This publishing house is fortunate in being able to announce for November the new book by J. M. Barrie, who took the world by storm a few years ago with the "Little Minister," and who has ever since maintained his position as one of the leading writers of the day. Mr. Barrie's new book reveals to us the later years of "Sentimental Tommy," who was so great a favorite with Canadian readers. The story has been running in one of the magazines which circulate very little in Canada, so that the book in its complete form will be entirely fresh to the Canadian book-buying public. It is done in Mr. Barrie's best style and will be certainly a prominent feature in the Christmas book trade.

DOOM CASTLE.—Another work which the same publishers are issuing in Canada is the latest novel from the pen of Neil Munro, who, as the author of "John Splendid," won instant success as a truthful delineator of Highland life and character. There was hardly room in the "kail yard" for another writer when "John Splendid" began to make its appearance in one of the British magazines. At once its qualities secured for it the approval of the critics, and it became necessary to add him to the list of eminent Scotch writers who have in recent years competed successfully with their English and American colleagues. No announcement has yet been made regarding the plot of "Doom Castle," but it is a story of Scottish incidents, and is said to have the same vivid and impressive qualities which marked Mr. Munro's other work.

ELEMENTARY ENGLISH COMPOSITION.—By Frederick H. Sykes, Ph.D. Price, 40c. The new English composition which The Copp, Clark Co. are just publishing is in-

tended for a text-book, and an excellent one it is. But, after a careful perusal of the advance sheets, we believe that many who are outside schools will benefit by keeping it as near at hand as their dictionary. Particularly young people, who intend engaging in a literary pursuit and have difficulty in composing, will find this a great aid to correct forms of expression. Almost the entire field of composition is covered in a clear and most interesting manner. Throughout the work are selections for memorization from the great poets and authors. These are not tedious, but brief and wisely chosen. Models of style, with exercises for reproduction and numbers of additional themes, are given to help teachers in selecting subjects for study in composition. The book will be found of much service in the various classes of English and composition.

THE WM. BRIGGS' LIST.

MISS LAUT'S NOVEL.—In the excellent list of books announced for issue this Autumn, one of the most interesting is a story by a Canadian young lady, Miss Agnes C. Laut, of Ottawa, laid in the early days of the present century, when The Hudson's Bay Co. and The Northwest Trading Co. were struggling for the possession of the rich fur trade of the Western country. The intrigues, which made the life of the two old trading companies so full of color and action, are laid bare, and the picturesque life of trapper and trader, voyageur and Indian is vividly depicted. The author has not only made a long and careful study of the period covered by her story, but has personally traveled the ground and made herself familiar with the physical features of the country. The American edition of Miss Laut's book will be published by J. F. Taylor & Co., of New York.

DEAN FARRAR'S BOOK.—Dean Farrar's new work, "The Life of Lives," has been placed on the market, a portly volume of 450 pages. The enormous sale of Dr. Farrar's well-known "Life of Christ" will do doubt create a wide demand for this second volume of studies in the life of the Saviour. The book is printed in large type, and sells at \$1.50.

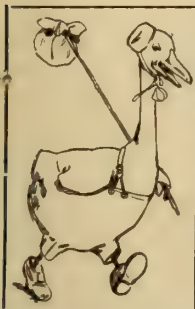
EPWORTH LEAGUE SETS.—The reading course for the Epworth Leagues of Canada for 1900-01 comprises Sarah K. Bolton's "Famous English Statesmen," Horatio G. Groser's "Out with the Old Voyagers," Egerton R. Young's "The Apostle of the North—James Evans," and John Millar's "Canadian Citizenship." The set, enclosed in box, sells at \$2 post paid. Some 2,000 of these sets are sold each year.

NEW EDITIONS.—A new edition of Robertson & Carruthers' text-book in Latin

LAIRD & LEE'S POPULAR BOOKS.

LATEST ISSUES

FOR FALL AND WINTER SEASONS, 1900-1901.



Baby Goose; His Adventures. By FANNIE E. OSTRANDER. An exquisitely original book of verse and pictures. Full of humor, fun and fancy. The delight of little ones—and big ones too. A beautiful holiday gift; a splendid seller; a sure money-maker. Large royal quarto, album shape, superb cover in colors, \$1.25. Altogether over 12 colors used through the book.

Fireside Battles. By ANNIE G. BROWN. A delightful story for girls. True to life and full of sentiment, wit and action. Exquisitely

illustrated with half tones and pen and ink sketches by J. C. LEYENDECKER. Edition de Luxe, 8vo. Special cover, in five colors and gold. In a box, \$1.25.

The Heart of Hetta. By EFFIE ADELAIDE ROWLANDS. A new story by an English author of renown. Wholesome, thrilling, fascinating. Illustrated. Artistic cover, in colors, \$1.25.

A Fairy Night's Dream. By KATHARINE E. CHAPMAN. A dainty story of the Fairies' mysterious doings. Children's and parents' delight. Exquisite full-page half-tones; frontispiece and cover in colors. Royal quarto, artistic binding, \$1.00.

The World's Best Proverbs and Short quotations. For Public Speaking, Literary work and Everyday Conversation. A new compilation. Alphabetically arranged by subjects. By G. H. OPDYKE, M.A. Cloth, \$1.00. Full leather, full gilt, \$1.50. Illustrated.

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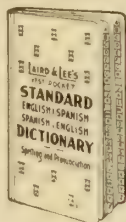
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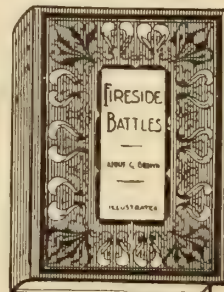
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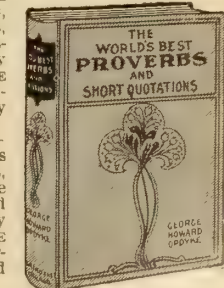
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BOOKS AND PERIODICALS—Continued.

for high schools and colleges, entitled "The New Primary Latin Book," has just been issued. It has been prescribed by the Department of Education for Ontario for 1901-1906. The book has been revised and considerably enlarged, and now is a substantial volume of some 563 pages. The price remains at \$1.

Mr. Barlow Cumberland is to be congratulated that a second edition of his "History of the Union Jack" has been called for. This is now in the press and will be ready in October. The author has added a number of new chapters to the book, giving much interesting information, particularly with reference to the story of the flag in the American colonies, and has embellished the book with some 25 additional illustrations. The book is packed with interesting facts about the origin of the flag, and the growth of the Empire beneath its folds.

A second and enlarged edition of the "History of Upper Canada College," by George A. Dickson, M.A., ex-principal of the college, will be issued in October.

SOME OTHER FORTHCOMING BOOKS.—A "Handbook on Chemistry," by J. A. Griffin, B.A., of the St. Catharines Collegiate Institute, designed for the use of teachers and senior students, is in the press.

Mrs. Humphrey Ward's new novel, "Eleanor," will be published this Autumn. It is said to be a strong story, one of the best from this gifted writer.

"A Bicycle of Cathay" is the title of Frank R. Stockton's new story to be issued shortly in a Canadian edition.

A work on "The Millennium," By Rev. Calvin Goodspeed, M.A., of McMaster University, a gifted and scholarly minister in the Baptist church, is in course of publication.

PUBLISHERS' SYNDICATE LIST.

NEW BIBLICAL SERIES.—A new series of commentaries by well-known religious writers is announced. The editors are Dr. C. F. Kent and Dr. F. R. Sanders. The series is called "Messages of the Bible." Four volumes are now ready, including "The Earlier Prophets," "The Late Prophets," "Paul," and "Jesus," and the others are in course of preparation, one on the "Prophetic and Priestly Historians," being by Professor McFadyen, of Knox College, Toronto. This is the most important series of the kind in recent years. The price is \$1.25 per volume.

A PRIEST NOVELIST.—The great novel, "Arden Massiter," the Canadian edition of which was issued by The Publishers' Syndicate, was written by a remarkable

man. Of him Justin McCarthy, M.P., recently said: "Dr. Barry is a Roman Catholic priest who has mixed more in the world of politics and society than most English Catholic priests have done, and has studied deeply and traveled much. He is a man whom one meets a good deal in London, and who is appreciated in many circles where his religious opinions would not of themselves be likely to secure him a welcome in advance. Not many clergymen of Dr. Barry's faith have, in our time at least, ventured to become workers in the field of romance, and this is Dr. Barry's third novel. 'Arden Massiter' has received some most eulogistic reviews, and the critic in Punch has described it as a work of genius. It is a story about the Italy of today, but its interest is chiefly centred in modern Rome and the castle in the mountains of an ancient Italian family, whose memories and traditions carry us back into far distant years, and into the struggles and tragedies of an Italy in which Petrarch and Rienzi had not yet come up."

ANNOUNCEMENTS OF ENGLISH PUBLISHERS.

GEORGE BELL & SONS, LONDON.

THE lists of new books for the Autumn season issued by Messrs. George Bell & Sons, York street, Covent Garden, London, contain some interesting items for the Canadian trade. The following new numbers of their Indian and Colonial Library include books that should sell well in this market, as the authors are popular here.

MY DIOCESE DURING THE WAR.—Extracts from the diary of the Rev. Arthur Hamilton Baynes, D.D., Bishop of Natal. This, as the author explains in his preface, is a series of jottings made at the moment and on the spot. "The roughest sketch which gives the local coloring sometimes conveys a truer impression than the most accurate photograph, and possibly this diary, written on the spot, may have this small merit." The reader will find that it is not only this merit, but much more, as his Lordship was with the troops at the front during much of the time. His record of events and descriptions of incidents is touchingly direct and simple, removing many wrong impressions. There is also much grim humor written in. There is no attempt to discuss the right or wrong of the war or to explain the causes. We have had plenty of that and are glad to turn to these unpretentious sketches which have so much of the charm of personal interest.

HOW ENGLAND SAVED EUROPE.—While Britain is striving to "save" South Africa,

every Briton must be interested in a fresh recital of the old story of England's struggle with France, and the establishment of political freedom among European nations. Dr. Fitchett has undertaken a great task and has accomplished it well. The record abounds in telling contrasts, notably the introductory sketch of the opening and closing scene of the war, the descriptions of Napoleon and Nelson, and the fighting methods of Wellington and Napoleon. The interest is so well sustained that it is difficult to make any selection, but the account of the field of Waterloo merits all praise. One splendid feature of this history is its abundance of illustration. As many as 16 reproductions of old prints, plans of battlefields, autograph letters, etc., are found in one volume. There are four volumes in all.

AN EYE FOR AN EYE.—There are no doubt some people who like sensational stories of artistic murder, and those who do will read this book with a relish. From the discovery of the crime, in the first chapter, till the startling revelations in the last, the reader is in a veritable maze of mystery, for the beautiful heroine is in turn victim, accomplice, Queen's evidence and bride, her progress from one state to the other being marked with many thrilling developments. It is by Wm. Le Queux, the noted writer of modern romances and mysteries.

DAUNAY'S TOWERS.—This novel is from the popular pen of Miss Adeline Sergeant. There is always a hearty welcome for a well-told story of romance. This one is interesting from start to finish. Much of it is set in the beautiful but somewhat rugged country districts of Cumberland, but the principal actors appear in London also. The play hinges upon the obscurity in which the birth of the heroine is wrapped—much depends upon her identification as the daughter of her wealthy father. Following the somewhat old-fashioned style, the story reaches a satisfactory development and all ends well.

FROM SAND HILL TO PINE.—Bret Harte has written a collection of eight tales of life in the mining country. They are peculiarly interesting, being told in the clear, forceful, and at times humorous style which is the special charm of this author. It is also refreshing to find that there is nothing of the coarse and brutal which so often disgusts one in these stories of the West.

LOVE AND MR. LEWISHAM.—Is a Capital story by H. G. Wells. Mr. Lewisham is a very young man of very great ambitions, who intends to have a "career." He studies hard while junior master in a boys' school, closely following a "scheme" tacked up on the wall of his attic room, whereby he rises at five, does Latin until eight, takes literature with his breakfast,

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By J. M. BARRIE. Sequel to "Sentimental Tommy."

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BOOKS AND PERIODICALS—Continued.

etc. But the distracting vision of a pretty visitor in the village presently makes study of quite secondary importance, and a stolen ramble with the fair maid is soon followed by a dismissal from school. However, he succeeds in obtaining a Kensington scholarship and goes to London. His struggle for existence on a guinea a week is hard, and all the while love is ruling Mr. Lewisham. With marriage, his career commences, but it is by no means the career he had long ago mapped out.

THE ALL ENGLAND SERIES—These handbooks of athletic games which Messrs. Bell & Sons issue, are small 8vo., cloth bound volumes at 1s. each, include some 30 volumes, among the latest being "Boxing," by R. G. Allanson-Winn, "Indian Clubs," by Cobbett & Jenkin. "Skating," by Douglas Adams. "Croquet," by Lieut.-Col. Hon. H. Needham. These books are eminently practical and so clearly written and amply illustrated as to render the greatest help to those interested. The writers are all sportsmen of the first rank, being recognized authorities in their respective departments. The contents are of permanent value, and the series has met with marked success in all parts of the world.

THE CHISWICK SHAKESPEARE—This charming edition certainly deserves the popularity it is meeting with. Each volume contains one play with six full-page illustrations by Byam Shaw, as well as head and tail pieces and a glossary. When one recollects the deterrent effect which the large volume of "Shakespeare's Plays Complete" had upon one's desire to study the pages of the immortal bard it will be seen that these delightful little books, so beautifully made, must tempt even the indifferent reader. Bound in linen, gilt top and decoration, with ribbon marker the published price is 1s. 6d. per volume; in limp leather, 2s. Thirteen plays have already been published, and the remainder will be forthcoming monthly. "Much Ado About Nothing" will be issued in September. "The Two Gentlemen of Verona" in October, "Antony and Cleopatra" in November.

"WHERE THE SHOE PINCHES."—By Mrs. L. T. Meade and Clifford Halifax, M.D., is a collection of 18 short stories, principally of lower London life. They are attractively told and reveal the genuine good fellowship existing among the poor, as well as the pathos of their lives. Human nature is here revealed as it is, without any gloss over it, with a heavy burden to carry, sorrows to bear, yet joys of the most genuine kind to enliven it. The stories show where the

shoe pinches in many lives and give an insight into the life of the London masses.

THE SIEGE OF LADYSMITH.—The new book on this stirring theme is by R. G. MacHugh (special correspondent of *The Daily Telegraph*). The book is of peculiar interest, being a day-to-day account of the now historic seige by one who lived through it. The descriptions of the shelling of the town by Boer guns, of the sufferings from short commons, of the Christmas festivities (!) of the brilliant sorties, are most graphic and thrilling. It will be read with interest by all, right to the last pathetic pages portraying the arrival and welcome of the relief column. Now that Canada is fully recognized as an intregal part of the Empire, for the defence of which so many of her sons have bled, Canadians at home should have just such information as Mr. MacHugh furnishes.

CHINA IN DECAY.—Messrs. Bell are issuing a third and revised edition (in cloth, large cr., 8vo, at 3s. 6d.) of "China in Decay," by Alexis Krausse. The book contains 5 maps and numerous illustrations. This work has come to be recognized as the standard book of popular reference on this subject. It is being extensively called for in view of the war.

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BLACKIE & SON, LIMITED, LONDON AND GLASGOW.

The handsome catalogue, printed in colors, of Messrs. Blackie & Son, London, is one the Canadian dealer should have. The announcements for 1900-1901 include the following which (with the three famous Henty books), are sure to command readers in Canada.

G. A. HENTY'S NEW BOOKS.—The booksellers have come to regard Mr. Henty's three books annually as among the best selling on their counters. The three this year are: "With Buller in Natal"; "In the Irish Brigade"; and "Out With Garibaldi." The first deals with the seige and relief of Ladysmith. The hero, Chris. King, and his friends are the sons of British subjects resident in Johannesburg. When the war breaks out they escape to Natal, and there band themselves together under the title of the Maritzburg Scouts. Chris. King is chosen as the leader of the band, which is attached to one of the colonial cavalry regiments, and renders invaluable services while acting as the eyes and ears of the army. They are engaged in every important action from the battle of Glencoe to the series of operations that culminated in the rescue of Sir George White and his gallant force.

In the second story, the hero is a young officer in the Irish Brigade, which, for many years after the seige of Limerick, formed

the backbone of the French army. He goes through many stirring adventures, successfully carries out several dangerous missions in Spain, saves a large portion of the French army at Oudenarde, and even has the audacity to kidnap the Prime Minister of England. Full from cover to cover of exciting and heroic incidents, the story is one to appeal to the healthiest and best instincts of boyhood.

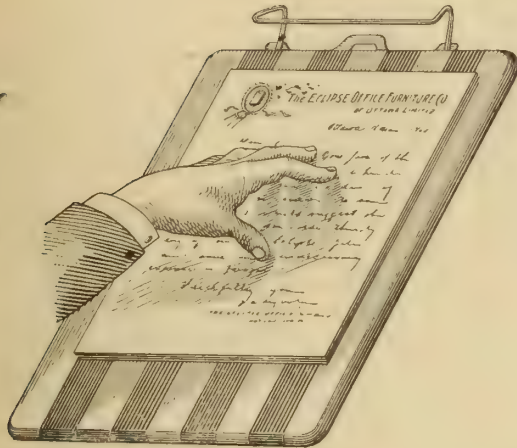
Garibaldi's war for the liberation of Italy forms the basis for Mr. Henty's third tale. The hero, Frank Percival, is an English lad, whose father and grandfather have been secretly imprisoned by the Neapolitan Government. He carries to Garibaldi a large sum of money to help the expedition, which he joins as a lieutenant on the general's staff, and takes a prominent part in the extraordinary series of operations that ended in the fall of the Neapolitan kingdom. Finally, he succeeds in rescuing his relatives from Neapolitan prisons, and returns to England after the fall of the capital.

OTHER BOOKS FOR YOUNG PEOPLE.—A number of attractive books for lads and girls are also announced for the Autumn. For example, there is Capt. Brereton's "In the King's Service," a tale of Cromwell's invasion of Ireland, in which the hero is a member of a Royalist cavalry corps, and Cromwell himself appears on the scene. Lady Gilbert writes "Cynthia's Bonnet Shop," telling how the charming daughters of an impoverished Irish family repaired the family fortunes by going to London and opening a millinery establishment. Capt. Brereton also writes "With Rifle and Bayonet," a tale of the Boer War. Capt. Gordon Stables, an equally popular writer of boys' books, has, "In Far Bolivia," written, a fascinating tale of a distant and strange land. "Every Inch a Briton" is a healthy story of English school life, by Meredith Fletcher. "A Newnham Friendship," by Alice Stronach, gives an insight into life at one of the great English colleges for women. "A Trek and a Laager," by Jane H. Spettigue, deals with pioneer life in South Africa when the Kaffirs were troublesome. Another South-African tale is "Held at Ransom," by Bessie Marchant, which relates some strong episodes in Cape Colony after the discovery of diamonds at Kimberley. "Queen Charlotte's Maidens" is a pretty historical tale by Miss Sarah Tyler, who is a great favorite with old and young, and who deals with life in a royal beneficent institution for young girls. Other stories are "Jones, the Mysterious," a tale of school life for both boys and girls; "The Adventures of Roby," the experience of a wayward boy who runs away from home; "Arthur's Inheritance," by Emma Leslie,

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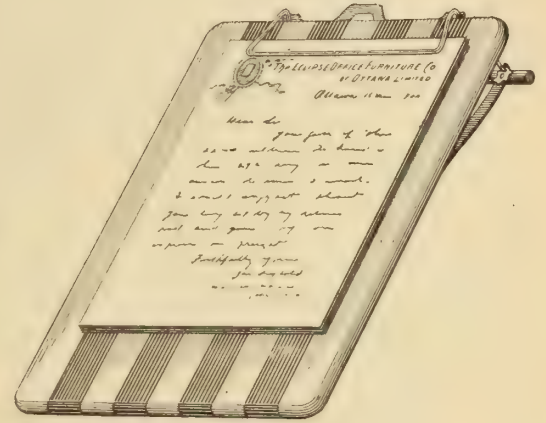
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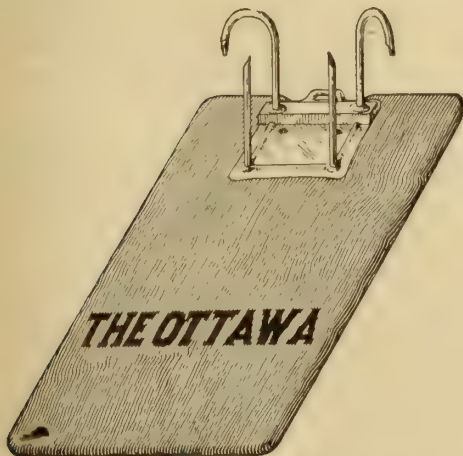
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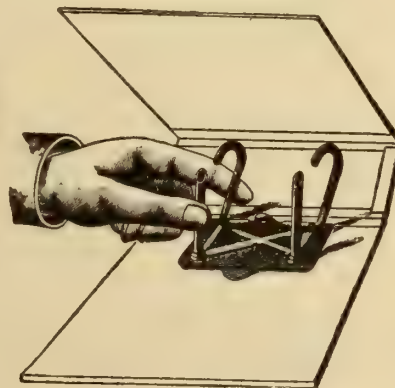
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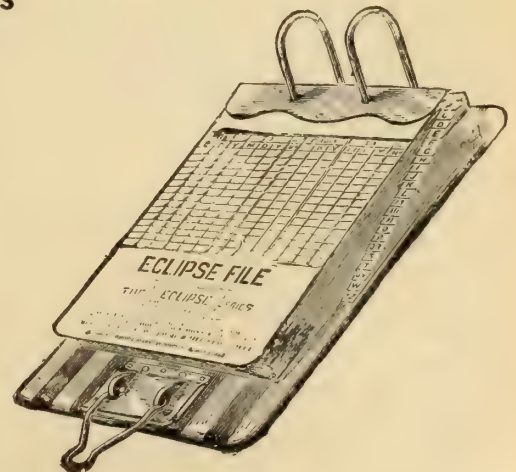


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CANADA.

BOOKS AND PERIODICALS—Continued.

the career of a spendthrift's son, and "Tony Maxwell's Pluck," a brave lad's struggle with burglars. Mention must also be made of Katharine Tynan's story of Irish country life, "Three Fair Maids, or The Burkes of Derrymore," in which the girls take "paying guests," and thus mend their own fortunes and those of the family. These books are all handsomely illustrated, and specimens of some of the illustrations are given in the catalogue.

CHILDREN'S BOOKS—A number of new volumes are being added to these publishers' series of graduated story books which have proved so successful. "Droll Doings," by Harry B. Nelson, is a captivating book in verse with the illustrations all in color, with picture boards and cloth back. "Our Darling's First Boots" is a charming picture lesson-book for the nursery. These and other publications, for which these publishers are famous, are of great value to booksellers who cultivate this class of trade.

— — —
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The plays include productions of such well-known authors as Shakespeare, Sheridan, Lytton, Knowles and many others who have produced works that never lose their popularity. It is often hard to obtain standard works at any price, and the increased reading of plays makes them all the more desirable. To add to their value, they are illustrated, and most of them contain stage directions, costumes, etc., so that no other source of information is needed to be able to produce them. For the profession or for amateurs they are equally valuable.

The well-known romances of G. W. M. Reynolds, issued in colored covers, are also put on the market by Mr. Dicks at a remarkably low rate, 6d. each. Everyone will recognize bargains in the famous "Mary Stuart," "Old London," "Robert Macaire," "The Rye House Plot," etc., at this price.

The 1d. Liberal weekly, "Reynolds' Newspaper," which is circulated widely in this country, is also handled for the trade by Mr. Dicks. Stamps sent for his catalogue of plays, etc., are sure to be profitably used.

George Mason, Wingham, passed through Toronto last week, after spending a few weeks on a pleasure trip down east.

U. S. ANNOUNCEMENT.

LAIRD & LEE, CHICAGO, LIST.

YOU AND YOUR DOCTOR.—A most interesting work on health and the care of it, entitled "You and Your Doctor," has been prepared by Dr. W. B. Doherty. The author is an unremitting enemy of all frauds and humbugs in and out of the medical profession, and protests with all the energy of an honest physician against the possibility of one particular trick or drug relieving every ailment, without the nature of each separate patient being taken into consideration. He does not present the readers with a lot of commonplace receipts, but counsels wisely and well on all matters concerning the hygienic duties we owe to our own person and to those we love—children particularly. Food, drink, sleep, bathing, work and worry, hemorrhages, and the first cares in case of accidents, are only a few of the subjects exhaustively treated in this excellent manual, which inspires one with the utmost confidence in the writer. Cloth, \$1.

PROVERBS AND QUOTATIONS.—"The World's Best Proverbs and Short Quotations" is a most meritorious and useful compilation by George H. Opdyke, M.A. The public speaker, the author, the journalist, all know the necessity of such a work in the preparation of their tasks. Nothing brightens up a speech or an article, or even an every-day conversation like an apt, crisp question that wakens up the attention of the listener or reader, and endows the whole topic with new freshness and life. Mr. Opdyke's choice in this almost inexhaustible treasure has been intelligent and clever; his method of classification by subjects alphabetically arranged will prove a boon to the reader, and we must admit that, taken altogether, no other such compilation has ever united so many points of perfection in the selection and grouping of these gems of thought. (Cloth, \$1; full leather, full gilt, special binding, \$1.50)

BOOKS FOR CHILDREN.—"Baby Goose; His Adventures," is the title of a remarkably fine volume for children's enjoyment just issued by Laird & Lee; it is the joint effort of Miss Fannie E. Ostrander, a well-known author of charming talent, and Mr. R. W. Hirschert, a clever and witty artist. The story, told in catchy, rollicking verse, is a continuous one, divided into a number of separate incidents, each of them with its full share of inimitable daintiness and humor. Every one of the 96 pages, large quarto size, album shape, is a picture in itself with the hand-made lettering coming up bold and distinct. By a novel rotating method, over

12 different colors and a number of extra tints have been used through the book with most attractive effects; the cover and back-cover are in themselves real gems of composition and treatment, and are sure to meet with the enthusiastic welcome an expense of so much money and trouble truly deserves. (Boards, cover in four colors, \$1.25.)

"A Fairy Night's Dream," or "The Horn of Oberon," by Katherine Elise Chapman, has ten full-page half-tone illustrations, a number of exquisite tail-pieces and a frontispiece, in colors, by Gwynne Price; the cover is a delicate gem in well-chosen tints. This volume, of large royal quarto size, will constitute a choice present for the young ones. While not exactly a book for the babies, and entirely fit for the library table of the older members of the family, this delightful episode from the court records of Queen Titania, will prove admirably adapted for story-telling to the little ones. Mother or elder sister will find in these pages the inspiration that is so often sadly lacking in so-called children's literature. "A Fairy Night's Dream," the fancy of Shakespeare, in its purest vein, has been continued by Miss Chapman into the realm of Fairyland and will bring boundless pleasure to its readers. Boards, \$1.

NEW NOVELS.—Effie Adelaide Rowlands has written a new English novel entitled "The Heart of Hetta." It is a truly modern and in every way wholesome and elevating story. Here the atmosphere is free from murder scenes and antiquated swear-words; gentlemen and gentlewomen meet in befitting surroundings, and the emotions are such as the readers themselves are apt to go through at any time. "The Heart of Hetta" is palpitating with life, anxieties, despair, unexpected relief, final repose and happiness. (Cloth, \$1.25.)

"Fireside Battles" is a novel appropriate for young and old alike, combining wholesome teachings of the true purport of life, with genuine humor and vivacity of dialogue. The old-fashioned home left bare and unprovided for by the sudden death of the father; the thoughtlessness of the graceful, worldly mother; efforts of the heroine to conquer ill-will, poverty and discouragement; the various incidents that bring out so vividly the strong points and weaknesses of each member of the family; the final triumph over so many apparently unsurmountable obstacles, all this humble and poignant drama is told by Miss Annie G. Brown with a simplicity and a convincing truthfulness that delight the reader. The binding is a gem of artistic ingenuity. De luxe 8vo edition in a box, \$1.25.

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WILLIAM BRIGGS, Publisher

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FEATURES OF MANITOBA TRADE.

WINNIPEG BOOKSELLERS AND THEIR METHODS OF BUILDING TRADE—STATIONERY
AND BOOK NOVELTIES FOR CHRISTMAS TRADE—WHAT
WESTERNERS READ IN HOT WEATHER.

(From THE BOOKSELLER AND STATIONER'S Special Correspondent.)

WINNIPEG, August 25.

As mentioned last month, Clark Bros. have settled comfortably in their new warehouse, which is a portion of the large block erected by Gault Bros. & Co., of Montreal, last season. They occupy 30 x 92 ft., and have three stories and basement, The Gault Co. occupying the whole of the fourth floor. On the first floor are the book, news and laid papers, of which a very complete and heavy stock is carried, the firm being the Western representatives of Barber Bros. On the second floor are general lines of stationery and office supplies, pipes and smokers' fixtures generally, leather goods (toilet and photo), and paper fiction, of which the house makes a specialty, and bound books of all kinds, including school books. On the third floor are fancy goods, Christmas goods and wall papers. This house represents The Watson, Foster Co., Limited, in wall papers, and carry a large stock, which their new premises give them every advantage to display. In Christmas goods, this firm are making a specialty of Washington & Kells' art series of copies of old and celebrated pictures in both sepia and colors. The pictures have the advantage over the ordinary Christmas card of being good enough to frame, and in that way prove a more lasting pleasure. In photo frames, the large range showed nothing specially new in design, but nearly all the glasses now are raised fully $\frac{3}{4}$ from the picture, and this has a good effect. Large cabinets and double mounts seem the favorites. A very large line of celluloid goods is carried, and among the many beautiful things nothing is quite so handsome as the black embossed celluloid dressing and writing case, which looks as if made of carved ebony. The basement is devoted to the reserve stock of paper and wrapping papers. Two good electric elevators run from the basement through the building. The offices are most convenient and comfortable.

The firm report business very satisfactory, and all indications point to a good Christmas trade.

The Consolidated Stationery Co. appeared very busy when your correspondent called. They had nothing particular to say as to either trade or prospects or Christmas goods.

RETAIL TRADE.

It is always somewhat of a surprise to the visitors from across the line to see the num-

ber and size of Winnipeg's retail book and stationery stores.

Russell & Co. are one of the oldest, and they are just now issuing their 21st annual catalogue which is a handsome specimen of the printers' art containing many pages. There are between 4,000 and 5,000 copies in the edition. The first catalogue was a slim affair, and 700 or 800 were considered an extravagant number to order. The house, in addition to their city trade, do an extensive and ever-increasing order business.

A feature of this trade is the number of public school libraries sent out. More and more each year the inspectors in their rounds impress upon trustees the absolute necessity of providing a grant for library purposes, and these grants are usually supplemented by concerts or what not got up by the school. The books are carefully selected, and only the very best placed upon the school library shelves, and in this way the children of the most remote settlements are coming in touch with the very best literature of the day.

For their Christmas trade, Russell & Co. will offer a very good souvenir book of Winnipeg, which is being prepared for them in London, Eng., and a series of cards made of Manitoba wildflowers pressed. These are very pretty and excellent as Christmas tokens for Old Country friends, among whom there are still far too many who think we grow nothing but snow in this country.

W. A. Davies is another man who does a large book and stationery trade. He reports business very fair and prospects good, the Fall book trade always largely exceeding that of Summer.

C. H. Black. It is just a little over a year since Mr. Black purchased the business of the late Alex. Taylor, and he appears very fairly satisfied with his venture. The house has been successful in securing contracts for Manitoba College Library, Winnipeg Collegiate Institute Library, Winnipeg Free Library, Winnipeg civic stationery and Winnipeg public school stationery.

Preparations were complete to meet the demand of the school trade which opened on September 5.

The Winnipeg Stationery and Book Co., Limited, report business as very satisfactory, considering the bad crop outlook and the

time of between seasons. The management of this company has recently changed hands, Mr. Lyman H. Gordon succeeding Mr. Fred Ansley, who, owing to ill health, was obliged to seek change of climate. The present manager is a practical stationer of long experience, and has made radical changes in the business, notably among which is the addition of a complete stock of office stationery and requisites, for which trade they are making a special bid.

At the time of writing they are busy preparing for the opening of the public schools, and are offering as an inducement to school children a pretty celluloid flag-pin containing a very good photo of Winnipeg's hero in the Transvaal, the late Major H. M. Arnold.

WHAT WESTERNERS ARE READING.

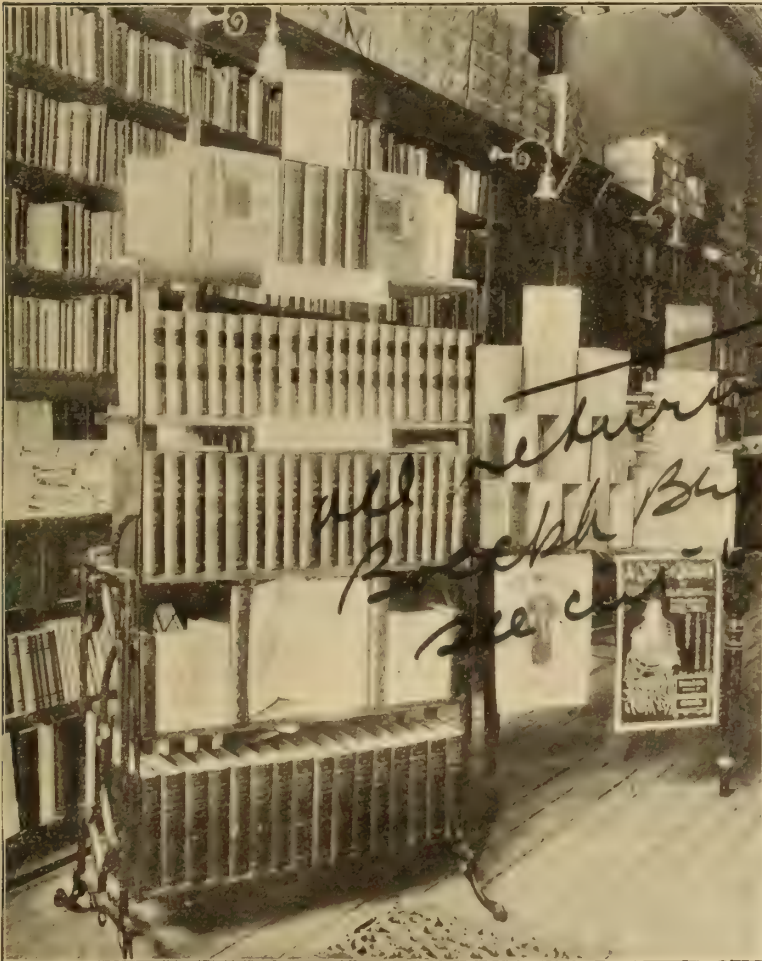
Winnipeg is quiet just now. The Summer has been long and hot and there is more than the usual exodus to Summer resorts and country houses. For those who persevere remained behind, Sunday, August 19, in the year of grace one thousand nine hundred, will remain a red letter day as far as heat is concerned. The city has probably known but one hotter day and that was August 22, 1886, when four persons died from heat prostration. The great extent of flat open country, without break, or shade of any kind, seems to give the sun an extra chance while the streets are so wide as to prevent even the tallest buildings making a shady side.

In such extreme heat heavy reading seems out of the question, and the holiday makers and stay-at-homes alike have given themselves over to the perusal of popular magazines and current fiction. Among the later "David Harum" holds an undisputed place and it is quite common to find people reading the book for a second, or even a third time, as one lady remarked recently, "David is so very much alive, he fascinates you." No greater tribute could be paid to the writer than the widely differing characters that read and enjoy the book. Perhaps, too, the book will always possess an added charm from the pathos of the author dying before he knew the success of his venture. It is so hard for poor humanity to fully grasp the idea of any bliss greater than an earthly success.

"Ione March" and sundry others of Crockett's later books make the reader wish he would lose his pen, or typewriter, or whatever instrument he uses for their transcription. To compare "Ione March" with "The Lilac Sunbonnet" and the "Play Actress" makes the pessimistic exclaim that there may be worse evils than an author dying early. The unreality and the tawdry sentiment of "Ione March" show

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 ANTIQUE OAK
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With either ...

**WOOD or
 METAL
 ENDS**



The Bookseller and Stationer

will find it a simple and ingenious method for the displaying of his many lines, occupying a small space and increasing the appearance of the store tenfold as the above cut will illustrate.

**IT IS NOT WHAT YOU SPEND,
 BUT WHAT YOU GET FOR WHAT YOU SPEND**

that counts. The Adjustable Table is a salesman at a small cost, with a record for making returns. Write for Illustrated Booklet.



80 York Street,
Toronto.

that there was penetration as well as professional jealousy behind some of the nasty things Christie Murray said about Crockett. The long prices must be a temptation hard to resist, but if Crockett wants lasting fame as well as money he had better give his brains a rest.

Hocking's "Purple Robe" finds a good many readers. Like "The Scarlet Woman," it deals with the Church of Rome and also like that book Protestantism triumphs. The end is unsatisfactory. The experiment of a girl of aristocratic family, highly cultured and accustomed to live in luxury, suddenly taking up the duties of the wife of a dissenting pastor in a manufacturing town is sufficiently novel to make the average reader long for some account of how she succeeded.

"To Have and To Hold" never lacks readers in this Province and it will be long before that charming tale ceases to fascinate the reader. "Prisoners of Hope," by the same author, is finding a large sale also. What a contrast between the conclusions of the two books! "To Have and To Hold" ends decently and in order, the villain meets the just reward of his evil deeds. The hero and heroine enter upon peaceful and happy days. In "Prisoners of Hope," a strange, wild love scene, a choice which either way seems death and separation on earth, a wonderfully thrilling farewell, and, as you close the book you go on dreaming of this and that ending. It does not seem possible to conceive of such indomitable courage, such exalted chivalry, dying in the forest. Neither does it seem possible to content oneself with saying "what does it matter, it is only a story." Somewhere, sometime, you feel that the experience was actually lived through. There lies the charm.

"From London to Ladysmith via Pretoria" is proving as fascinating as any tale of old colonial romance to its many readers. Winniepeggers are sincerely hoping that Major Pond will give the opportunity of both seeing and hearing this famous correspondent when he visits America.

"The Redemption of David Corson" finds many readers and it is amusing to note the great variety of opinions on the merits of the book. Almost all agree, however, that the end is a disappointment and extremely inartistic.

"The Remarkable History of The Hudson's Bay Company," by Dr. Geo. Bryce, although somewhat ponderous for Summer reading is selling well, as are also Thompson's "Wild Animals I Have Known," and "The Biography of a Grizzly." E.C.H.

G. N. Hodgson, stationer, etc., Victoria, B.C., has sold out to T. H. Hibben & Co.

THE PUBLISHERS' SYNDICATE.

Opening of a Magnificent Bookstore and Publishing Establishment in Toronto.

THERE was lately recorded in these columns the leasing of the extensive building, Nos. 7 and 9 King street east, Toronto, by the Publishers' Syndicate, to be turned into a bookstore and publishing establishment. The company are now moving into their new quarters, which have been decorated and refitted in the most sumptuous and artistic style. No expense has been spared to make the interior of the building equal to any similar establishment on this continent.

The career of the Publishers' Syndicate, short as it has been, has been one of continued and rapidly-increasing success. During the three years of its existence, it has built up a trade which now extends from one end of the Dominion to the other. The principle upon which it was established was that of satisfying the Canadian demand for books and publications of the finest class, well handled and carefully produced. With this view in mind, the company has continually dealt with the best publications in London and New York. At the same time it has been enabled to pay close attention to the general demands of the trade. One of the marked results of this policy is to be seen now in the Canadian book trade, even outside of the Publishers' Syndicate. There has of late been a most noticeable improvement in Canadian editions. The imprint of the Syndicate is now to be seen on many of the finest publications in Canada. A further result is that the company is now compelled, for the second time, to move into larger premises.

The ground floor of the new building will be devoted to the retail book and stationery department. It will be found to compare favorably with the best establishments of Boston and New York. The two large plate-glass windows will be devoted to displays of books and stationery. The Syndicate is the sole agent in Canada for John Dickinson & Co. of London, and will carry a range of fine stationery which has never been attempted in Canada.

The entrance to the building will be floored with mosaic, bearing the monogram of the company. Two great doors of quartered white oak, finished with oval plate-glass panes, and beaten brass, will be an attractive feature of the front. The retail store will be fitted up in a modern manner so as to avoid any suggestion of the prosaic, but rather to give the impression of a sumptuous and luxurious library. On the east side of this floor is situated the accountants' department, and further back the

office of the manager of the printing and advertising department. These departments will be divided off by polished oak railings, with double hinge doors. At the south end of this floor will be the office of the manager of the company and the board-room.

A handsome, wide and attractive staircase of white quartered oak leads to the first floor, in which will be situated the wholesale and subscription departments. At the front of this floor will be the office of the manager of the subscription department. There will also be ample accommodation for bookkeepers and agents.

On the second floor is the composing and press department. This is a new department, which had its inception last spring, when the company took over the business of the firm of Rowsell & Hutchison. Last week a new Miehle press was installed and another will arrive in a week or two. The company is now doing a general jobbing trade, paying especial attention to half-tone, colors and the finer classes of printing.

On the top floor is the bindery department, also a new one, and a natural adjunct to the business.

The basement will be well lighted. It is 100 feet long by 30 feet wide, and will be used for storing reserve wholesale stock. The ground floor is to be lighted with incandescent lights and the others with gas.

When completed the premises will, without a doubt, be one more feature of Toronto which will compare favorably with the most elaborate and expensive offices in the United States.

Perhaps the most interesting of the many novelties on the market at the present time is the Adjustable Display Table that has been attracting much attention among merchants everywhere. It is the most useful invention for the storekeeper that can be imagined. It is a simple yet ingenious appliance that is available for the display of any class of goods in existence. It is built in sections, and by a simple adjusting lever it can be changed into a set of bookshelves, a flight of steps, a hat rack, a china cupboard, or an ordinary flat table. The advantages of such a contrivance are obvious to everyone. It is adapted to all lines of business, but especially so for the bookseller and stationer, who, no doubt, is aware that his goods in most instances must be seen by the buying public to insure their sale. For window dressing it is necessarily a great boon. They are made in several sizes, and of the finest hardwood, so that it is really a handsome piece of furniture in a room or store. Messrs. Boeckh Bros. & Company, the manufacturers, report that the Autumn trade has been very large with them, and business appears to be increasing every day. They issue an interesting illustrated booklet, and it will be worth your while to write for it.

NEW BOOKS THAT SELL

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By E. Hough. Paper, 75c.; cloth, \$1.25.

"A book of Exceptional vitality, a series of swift-changing kaleidoscopic pictures of one of the most interesting phases of American life."—N. Y. Commercial Advertiser.

A story of the Chalk Cliffs; 2nd Canadian edition.

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By S. Baring Gould. Paper, 75c.; cloth, \$1.25.

The latest novel by this popular author gives a striking picture of English life in the 18th century.

"A remarkable book."—Standard.

Robert Orange

A sequel to "The School for Saints," by John Oliver Hobbes. Paper, 75c.; cloth, \$1.25.

"It is probably one of the most subtle essays on man ever written by a woman."—The World.

A story of adventure in China.

The Mandarin (Illustrated.)

By Carlton Dawe. Paper, 50c.; cloth, \$1.00.

"The author has a graphic, taking style, and is apparently thoroughly familiar with life in the far East."—St. John's Herald.

TO BE ISSUED THIS MONTH

THE GATELESS BARRIER

By Lucas Malet. Paper, 75c.; cloth, \$1.25. A weird and fanciful but truly charming tale. This clever author is the eldest daughter of Charles Kingsley, and has inherited his wonderful literary ability. Miss Kingsley's latest book will add to her reputation.

A Notable Novel

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By Eden Philpotts, author of "Children of the Mist," etc.

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The grocery and general store paper of Canada. The only exclusively grocery paper in Canada.

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The military paper of Canada. The only paper having an extensive circulation among the gentlemen of Canada.

THE PRINTER AND PUBLISHER

Official organ of the Canadian Press Association and The Employing Printers' Association

THE BOOKSELLER AND STATIONER

The official paper of the Booksellers' and Stationers' Association of Canada.

THESE papers are constantly in demand by the live business men in every village, town and city throughout the country. This is the class of people it pays to cater to. Get them to come into your store by handling publications that interest them, and which bear directly on the subjects in which they are vitally interested. We will send you some sample copies if you wish to feel your way with a view to handling a supply regularly. There is a good margin for profit.

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TORONTO.

CHATS WITH PROGRESSIVE DEALERS.

I HAVE questioned some prominent dealers in magazines, etc., as to the profit in selling certain publications, whether it pays better to work up a trade in the more expensive magazines or in the 10c.-ones. The magazine trade is larger than it ever was, and no stationer whose business amounts to anything is without a line of popular magazines, and, in many cases, this part of the business is not by any means the least important.

One dealer who has made a good thing out of his magazine trade is Mr. Winnifrith, of Toronto. I had a chat with him on the subject, and his remarks, I thought, might be of value to others, who have not prospered so well in the magazine trade.

* *

"The 10c.-magazines sell oftener and quicker," Mr. Winnifrith said, "and they are the best line for a general trade. Magazines like Scribner's and Harper's leave a greater margin for the dealer, but there are so many more 10c.-cent monthlies sold that this is more than covered. It is impossible to do more than a limited trade in the 25c.-monthlies. A certain class of people read them and they do not buy the cheap ones at all. I have a number here, but they are mostly subscribed for by the year. It is seldom a man comes in for a 25 or 30c.-magazine. He would rather spend his 30c. on three 10c.-journals. I have had people come in and buy a dollar's worth of 10c.-publications when they would consider it too much to pay 25c. for any one. There is more variety in the cheaper lines.

"Apart from all else, it is to the advantage of the dealer financially to handle the cheap magazines and try to build up his trade in these. Although there is not so much margin on each, there is a great deal more to be made on the whole trade. Now, you can make about 2c. on the average on a 10c. magazine and about 5c. on a 25c. one. The former run from 7 to 9c. to the dealer, and the latter from about 18 to 20c. But, in my business, for every dozen of the 25c. monthlies I sell, there are 300 of the cheaper magazines go out of the store, so that the latter form the money-making part of the trade.

"The English magazines of the 10c. variety are a better line to sell than the American. There's more money to be made on them. Munsey's has a large sale, but there's nothing to be made on it. Nor are the 5c. monthlies worth keeping, except to hold custom."

The sale of American magazines, it might be remarked, has declined greatly in most of our cities since the Spanish-American War. They became too "Yankee," a dealer told me. English magazines, like *The Strand* and *Pearson's*, have taken their place to a large extent, and are selling better every month.

Weeklies, like *The Illustrated London News*, or comic papers, are a good line of journals to sell. There is a fair margin on these, and they sell well. In a small place, they might not go as rapidly as in a city, but they are worth keeping in stock, as back numbers are often bought.

The expensive magazines seem to have had their day. The few that are left, outside of class magazines, such as those devoted to music, art, etc., are rather on the decrease in sale than otherwise.

* *

If all stationers are not interested in the Christmas trade in cards, stationery, etc., they should be, as, according to an enterprising manager in one of Toronto's finest stationery stores, this can be made a paying feature of the business. I refer to Mr. Huestis, of *The Bain Book and Stationery Co.*, who has developed his trade in this line until it has reached very large proportions.

Mr. Huestis goes in for all the latest things in stationery, and novelties in Christmas cards, invitations, etc. His largest trade is in boxes of stationery embossed with the buyer's initials. He has worked up this by simply showing these goods in the window. "When people see stationery stamped with names or initials they are apt to want the same thing for themselves. We do our own embossing and dye-cutting, and it adds very little to the cost." A line of fancy envelopes in French organdie, and in new shapes, Mr. Huestis finds to be good sellers.

* *

Outside of the regular stationery, but a legitimate part of the business, are the playing cards, pocket cribbage-boards, etc., in which a large Christmas trade is done. Fancy invitation cards for children's parties sell well at Christmas. *The Bain Co.* have a line, with figures of children dancing, etc., in colors at the top of the card, which is printed in gold letters.

Whatever is novel or tasty in the stationery trade Mr. Huestis puts in stock for the Christmas trade. His business, he says, is almost wholly with ladies.

The window of *The Bain Book and Stationery Co.* is a well-trimmed and attractive one. "What we show in the window" said Mr. Huestis, "almost indicates the sales of the week. Our location, of course,

has a good deal to do with that. In our former place we did not make so much by our window display, but, in this, we find that we sell whatever we show in the window."

C.G.H.

THE COLLEGIATE DICTIONARY.

THE well-known "school" abridgements of Webster's International Dictionary, the Primary, Common School, High School and Academic, have received an addition to the series in the Collegiate, a dictionary specially designed for the use of college students, although its many qualities make it a desirable volume for ready reference for all.

It is condensed sufficiently to make easy the finding of any word that would be wanted by students or the general public, but not so as to exclude any of the features of the International, in arrangement, clearness or authority. For the business man or journalist, who must have quick access to a complete vocabulary of the language, it should be invaluable; and for the scholar it is sufficiently complete to fulfil all requirements. About the only omissions from the International are obsolete and very rare words; any that are met in general reading and in the Bible and works of the masters of English literature being found in the Collegiate, with synonyms, directions, etc., as in the International. The definitions are exact and concise; the source of each word being given and the different shades of meaning in its development, also its cognates in German, Latin, Greek, Sanscrit and sometimes in other languages. Over 1,100 illustrations are given and selected so as to give clearer elucidation of the meaning of the words. The Guide to Pronunciation is but slightly abbreviated from the International; appendix and table of prefixes and suffixes have been enlarged and improved, and the other accessories of the unabridged Webster are all found in the Collegiate with whatever changes were required to suit its purpose.

Apart from other qualifications, its convenient size should recommend it to busy men, as it is easily handled and is not in the way on the desk of the business man or at the elbow of the student.

A feature peculiarly the Collegiate's own is the glossary of Scottish words and phrases in the appendix, giving the meanings and pronunciations of the words which readers of Burns, Scott and the many popular Scotch writers of to-day meet so frequently, and often have difficulty in understanding.

It is not often that a dictionary suitable to the trade of the average bookseller is published. Dictionaries, at least all those of any pretensions, are generally sold by

subscription or direct from the publishers. The compactness and low price of the Collegiate should make it a book worth keeping in stock. It is sold in cloth for \$3; sheepskin, \$4, and in half-morocco at \$5, prices which, together its other qualities, should make it as salable a book as any other.

NOTES OF THE TRADE.

BREVITIES.

DONALD WALKER TULLY, of Chateaugay Basin, Que., has registered as proprietor of the book and stationery business of Wm. Drysdale & Co., at Montreal.

Mrs. J. Belleck has opened a stationery store at Ottawa.

Wm. J. Mulroney has registered as proprietor of Wm. J. & G. Mulroney, stationers, Quebec city.

CHANGE AT STRATFORD.

The book and stationery business of H. G. Shaver & Co., Stratford, has passed into the hands of Messrs. Royal Burritt and Fred. B. Deacon. Mr. Burritt has been for some time business manager of The Stratford Herald, while Mr. Deacon has been teller in the Bank of Commerce. They are well fitted to make a success of the business they are acquiring. The Stratford bookbindery, which is also their property, will be moved into the same building and run in conjunction, Mr. Burgoyne continuing in practical charge of that department.

OPENING IN PEMBROKE.

M. E. Gorman has opened out a book and stationery business at Pembroke. Mr. Gorman has been for some time with Mr. S. E. Mitchell, and the experience he has gained there will, no doubt, be of much benefit to him in starting for himself.

A HAMILTON IMPROVEMENT.

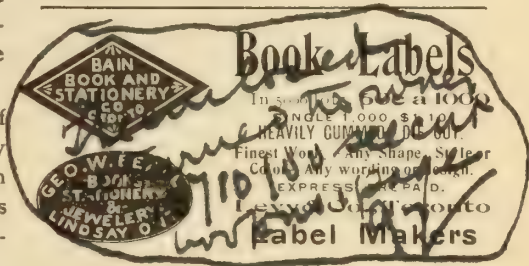
THE BOOKSELLER AND STATIONER is glad to record the success of one of its old and valued readers in Hamilton, namely, H. S. Williams, who has recently moved to new and more commodious premises at 173 King street east, five doors west of his old place. Mr. Williams began in the book and stationery business in 1880, and remained at the same stand until August 1 of this year, nearly 20 years. His trade kept increasing until the premises became too small, and he was compelled to move to his present stand, which he has renovated and improved very greatly, so that he has now one of the largest stationery stores in Ontario. The windows are lighted by electric lights and the interior of the store by Auer lights. Besides the two large

windows the door is of bevelled glass and, with the new awnings Mr. Williams has put up, the place has a very attractive front. A good number of cases, counters and tables inside make it possible to have a good display of the stock. All who have seen Mr. Williams' new store are complimenting him on its appearance, which, he declares, will add materially to his trade.

Being some distance from the centre of the city, his expenses are comparatively low, so that he is enabled to sell lower than other stores not so favorably situated as regards expense. Besides this, his well-

assorted stock of books, stationery, fancy goods, pictures, etc., is certain to hold for him the east end trade.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.



30,000 Sold to Date.

EBEN HOLDEN

BY IRVING BACHELLER.

The critics pronounce it

The Success of the Year.

"I congratulate you on having given the world a pure, strong, natural story. It is as far above and beyond 'David Harum' as noonday is above dawn."

—Amelia E. Barr.

436 pages. Paper, 75 cents. Cloth, \$1 25.

THE POOLE PUBLISHING COMPANY
TORONTO, ONT.



Fine Stationery

FOR THE TRADE.

The New "Cameo Blue" Note Paper

a rich dark Blue shade, kid finish. Specially prepared for WHITE EMBOSSEING. Made in the new shapes. Made only by us. REGINA, PRINCESS and DUCHESS SIZES.

"Floss Bond"

in White and Azure, in the new shapes. One of the most desirable lines in the market.

Engraving and Embossing for the Trade.

Visiting Cards done direct from the plate. Samples of Engraving and Color Sheets for Embossing sent on application.

HART & RIDDELL,

Wholesale and Manufacturing Stationers,

40 Wellington St. East, TORONTO.

THE SCHOOL BOOK TRADE.

Ontario Text Books for 1900-1901.

THE Ontario list of school books for 1900-1901 contains a few changes, of which notice will be found below. The trade will do well to observe that the French and German text books authorized for public schools are only for schools where those languages are taught in addition to English. Regarding schedule C, only such books are used by teachers in training as the principal orders.

A recent regulation of the Education Department says: "Any text books used in any school on July 1, 1900, and recommended by resolution of the trustees to be continued in use, shall be deemed as authorized in such school until further notice. The vertical or slanting copy books, heretofore authorized and published by The Rose Publishing Co., may be used in any public school."

The following is the Department's latest list of authorized text books:

PUBLIC SCHOOL (SCHEDULE A.)	
First Reader, Part I.....	\$0 10
First Reader, Part II.....	15
Second Reader.....	20
Third Reader.....	30
Fourth Reader.....	40
High School Reader.....	50
*Public School Arithmetic.....	25
Public School Algebra and Euclid.....	25
Public School Geography.....	75
*Public School Grammar.....	25
Public School History of England and Canada.....	30
History of the Dominion of Canada, Clement (for Fifth Form).....	50
Public School Drawing Course, each number.....	05
Public School Physiology and Temperance.....	25
Public School Copy Book—Castleman.....	07
Practical Speller—Gage.....	25
Public School Bookkeeping—†Black.....	25
Public School Agriculture.....	30
Public School Domestic Science (optional).....	50

French-English Readers.	
First Reader, Part I.....	\$0 10
First Reader, Part II.....	15
Second Reader.....	25
Third Reader.....	35
German-English Readers.	
Ahn's First German Book.....	\$0 25
Ahn's Second German Book.....	45
Ahn's Third German Book.....	45
Ahn's Fourth German Book.....	50
Ahn's First German Reader.....	50

HIGH SCHOOLS AND COLLEGIATE INSTITUTES. (SCHEDULE B.)	
English.	
High School Reader.....	\$0 50
*High School English Grammar.....	75
High School English Composition.....	50
High School Composition from Models.....	75
History and Geography.	
High School Geography.....	\$1 00
High School History of England and Canada.....	65
High School History of Greece and Rome.....	75
History of the Dominion of Canada—Clement.....	50
Mathematics.	
High School Arithmetic.....	\$0 60
High School Algebra.....	75
Elements of Algebra, McLellan.....	75
High School Euclid (Books I, II, III, 50c.).....	75
Classics.	
*First Latin Book and Reader.....	\$1 00
*Primary Latin Book and Reader.....	1 00
High School Beginner's Greek Book.....	1 50

Moderns.	
*High School French Grammar and Reader.....	\$1 00
*High School German Grammar and Reader.....	1 00
Science.	

High School Physical Science, Part I, 50c. Part II.....	\$0 75
High School Botany, Part II.....	60
High School Chemistry.....	50
Bookkeeping and Drawing.	
High School Bookkeeping.....	\$0 60
High School Drawing Course, each number.....	10
Cadet Drill.	
High School Cadet Drill (optional).....	\$0 40

TRAINING SCHOOLS. (SCHEDULE C.)	
County Model Schools.	
School Management, Millar.....	\$1 00
Methods in Teaching, edited by Tilley.....	1 50
Public School Physiology and Temperance.....	25
Psychology Applied to Teaching, Baldwin.....	1 50
Steps in the Phonic System, Cullin and Niven.....	50
Elementary Phonetics, Burt.....	35
Elementary Treatise on Arithmetic, Taylor.....	50
Mental Arithmetic, McLellan and Ames.....	30
Algebraical Exercises, Barnes.....	30
Introductory Geometry, MacLean.....	50
Normal Schools.	
Lectures on Teaching, Fitch.....	\$1 00
School Management, Millar.....	1 00
Educational Reformers, Quick.....	1 50
Applied Psychology, McLellan.....	1 00
First Year at School, Sinclair.....	50
High School Cadet Drill Manual.....	40
Hints on Teaching Arithmetic, McLean.....	50
Public School Domestic Science.....	50

Ontario Normal College.	
Applied Psychology, McLellan.....	\$1 00
Education, Spencer.....	50
School Management, Millar.....	1 00
School Management, Landon.....	1 50
Educational Reformers, Quick.....	1 50
High School Cadet Drill Manual.....	40
Physical Culture, Houghton.....	50
Physical Education, McLaren, Part II., Sections II. and III.....	2 00

TEACHERS' READING COURSE FOR 1901. (SCHEDULE D.)	
†Intellectual and Moral Development of the Child, Compayre.....	\$1 50
†History of Education, Seeley.....	1 25
†Anglo-Saxons and Others, Aline Gorren.....	1 50

NOTE.—Candidate for admission to the Normal Schools in August, 1901, and in January, 1902, will be examined on the books in the Teachers' Reading Course as above.
 *New books or new editions.
 †The book of forms, accompanying this work, is optional.
 ‡Optional.

POOLE PUBLISHING CO.

"EBEN HOLDEN." It is expected this book will make a "hit" in Canada as it has done in the United States. Old Eben Holden, known as Uncle Eb, is a character like David Harum, only his homely sentiments are funnier than David's. The book is a pure and natural tale and Horace Greeley is introduced with considerable success, some of his mannerisms and witticisms being a set off to Uncle Eb's. The hero of the tale goes as a soldier to the Civil War and there is a brief but vivid picture of the horrors of the first campaign. The Boston Globe says of the book: "Thanks to Dickens and men who have followed him, people still delight in unique characterizations, whether they be upon one's native, or upon some foreign heath, Any man or woman who loves to recall childhood, and who isn't too old to enjoy a hearty laugh, at least twice in every page, had better secure 'Eben Holden' (Lothrop

Publishing Co., Boston). without delay. Plain, shrewd, humorous, kindly, wise, genial, delightful Uncle Eb, unspoiled by the world—who knows men and how to get along with them—full of quaint and homely sayings, is not really the book's hero, in one sense, though very much so in another. A boy, bereft of father, mother, and only brother, is spirited away by his only friend, while the officials of his town were deciding to send the waif to the poor farm, and carried with his dog into the beautiful 'north country' (St. Lawrence county, northern New York), and is fortunate enough to find his mentor in Uncle Eben. The kindly old man tells his charge many delicious tales about animals, all with a subtle meaning. Brower, a fine, sturdy American boy, is prepared for college, for falling in love, for fighting at Bull Run, and for joining The Tribune's staff. The story is written in Irving Bacheller's brightest vein, is pure, wholesome gold from every side, and is the best current story of a boyhood to be proud of. Old and young will find it prime reading, and public library copies will be worn to shreds in short order."

WHEREIN STRENGTH LIES.

The strongest work is the facing boldly of every detail and fact, never glossing over a point, dissecting every sale and every purchase, vigorously seeking the best method and the best houses to buy from, fighting for all the advantages possible, by getting the right to buy from the best concern in the market; fighting for the best trade in your vicinity, trying to get all the discounts that you can; using your bank wherever possible to help your own finances by showing your townsmen that you are an earnest, hard-working, conservative, strong, clear headed business man, even if you have only a store 15 x 50 ft., says Shoe and Leather Facts.

Show that you are willing to get up early and work late, that you own your soul and the right to your goods and that no large corporation has been able to wheedle you into careless overtrading by giving you extended credit. You are strong when your doorstep is clear and you know it. You are only strong when you know all about your own business. Never mind your neighbors. Keep an eye on them. Know what they are doing, but do not openly discuss them, fight them or show that their actions govern yours. Lead out and fight strongly, even if you are the only man in your town. Do not fight because you have to fight; fight because it is in you. By fighting we mean make strenuous efforts to do business even if you have not a competitor worthy of the name.

NOTICE.

UNDER THE WINDING-UP ACT.

In the matter of the

WILLIAM DRYSDALE CO.

In liquidation.

SEALED TENDERS

will be received up till the **25TH DAY OF SEPTEMBER, NEXT,** at noon, by the undersigned liquidator, for the purchase of the

Stock, Fixtures and Furniture

and BOOK DEBTS, contained in, and belonging to the store, 232 St. James Street, Montreal, either en bloc or in part, as designated below:

LOT A, BOOKS—	
Bibles	\$1,179 96
Devotional and Theological	3,465 44
Biographical, Historical and Scientific	1,626 94
College and School	2,803 87
Miscellaneous	9,318 43
\$18,394 64	
LOT B—	
Stationery and Sundries	\$6,880 23
LOT C—	
Fixtures, Furniture and Office Equipment	1,800 00
LOT D—	
Book Debts	6,412 88
\$33,487 75	

For further particulars apply to the liquidator. The highest or any tender not necessarily accepted.

ALEX. ALLEN MURPHY, Liquidator

232 St. James Street, Montreal.

Aug. 27, 1900.

TRANS-ATLANTIC CABLEGRAM.

Via Commercial Cables.

L. R. 11 PARIS 7.

WHITING PAPER CO., NEW YORK

(150 DUANE STREET.)

GRAND PRIX

[The above is a copy of Cablegram received from Paris, August 20, 1900.]

This means that the Whiting Paper Company has been awarded the Grand Prix at the Paris Exposition for excellence in paper making and style of putting up, the highest award that can be given, and the

Only Grand Prix ever awarded to American Papers.

This award placed the paper of the Whiting Paper Company ahead of all makers of American or Foreign papers!

Whiting's Diagonal

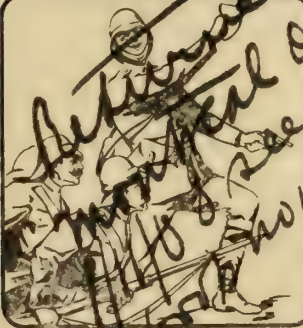
has met with a handsome reception. Sold everywhere shown, and is the coming Fall paper.

WHITING PAPER COMPANY

Makers of High-Grade Stationery

148, 150, 152 Duane Street - NEW YORK.

CANADIANS IN KHAKI
South Africa 1899-1900



OFFICIAL CORRESPONDENCE
NOMINAL ROLL CASUALTIES ETC
PRICE 25 CENTS

Interesting Account of Canadian Lost.

Full Lists
Casualties
To Date.

Every Canadian should have it.

Price, 25 cents.

Trade Agents:

THE MONTREAL NEWS CO.
THE TORONTO NEWS CO.

THE - CHINESE - CRISIS.

The Latest and Best Books from Eye-Witnesses at the

STORM CENTRE.

"Village Life in China." By Rev. Arthur H. Smith. A study in sociology. 8vo. Fully Illustrated, \$2.

"Dr. Arthur H. Smith has, in 'Village Life in China,' added a second to those extraordinary studies of China life, of which he is so easily master. No book like this has been written on China except one, and that is Dr. Smith's 'Chinese Characteristics,' published some ten years ago. The two books together may fairly be said to give a clearer idea of China as it is than any or all of the 5,000 or 6,000 works published on the Empire during the last century."—From The Philadelphia Press, July 1, 1900.

"Chinese Characteristics." By Rev. Arthur H. Smith, D.D. With 16 full-page illustrations and index. 6th thousand. Popular edition. 8vo, cloth, \$1.25.

"Lovers Alway." By F.B. Meyer. A wedding souvenir. Marginal decorations. With finely engraved marriage certificate. 16mo, handsomely decorated cloth, nicely boxed, 75c.

Rev. C. I. Scofield, D.D.—"Nothing more daintily beautiful has come from any press than 'Lovers Alway,' by F. B. Meyer, nor anything from the pen of its gifted author more fragrant with wise spirituality. It is the ideal wedding gift from parent, pastor, friend or husband."

Our New Illustrated Catalogue (complete), containing topical and classified indexes, mailed on application.

FLEMING H. REVELL COMPANY,

154 Yonge Street, TORONTO.

Also at Chicago and New York.

From The Independent.—"It is scarcely enough to say about this book that it is both interesting and valuable. Those best informed call it without exception the best book on the Chinese that is before the public, and a pretty careful survey of it confirms that opinion. . . . Everyone interested in China or the Chinese should read the book."

"A Cycle of Cathay, or China South and North." By W. A. P. Martin, D.D., LL. D. With personal reminiscences. With 70 illustrations from photographs and native drawings, a map and an index. 3rd thousand, 8vo, cloth, \$2.

"No student of Eastern affairs can afford to neglect this work, which will take its place with Dr. Williams' 'Middle Kingdom,' as an authoritative work on China."—The Outlook.

The Watchman.—"An unusually chaste and beneficent spirit pervades these pages of familiar discourse. . . . A more exquisite souvenir will rarely gladden the eyes of pastor or friend who is seeking to lend permanent blessing, as well as pleasure, to a bride."

WALL PAPER AND DECORATIONS.

WALL PAPERS FOR CHILDREN'S TASTES

A DECORATIVE writer calls attention to the bright addition to the lines of wall paper manufacturers in the shape of pictorial patterns. These are especially designed for papering rooms of children and nurseries. Mother Goose and her tribe are the principal design motifs, and under the new order of things, baby is to have the pictures of Jack and Gill, Little Jack Horner, cats and dogs, as well as the cow that jumped over the moon, covering the walls of the room.

The cat frieze alone is to enjoy the privilege of sole proprietorship, but even then pussy will change her attitude, according to the wall. Rabbits make an excellent decoration; their attitudes are naturally amusing, and the expressions and positions they attain are calculated to enchant the childish mind.

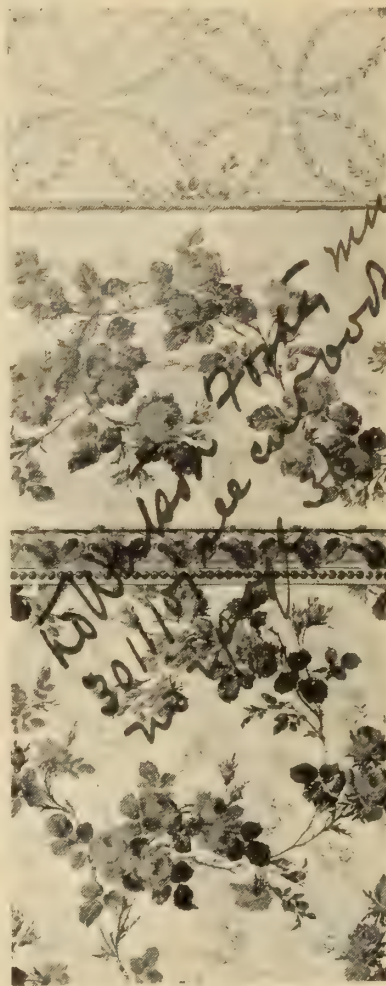
Of course, some will object to the nursery rhyme as savoring too much of the time when parents had not become educated to the fact that such scenes as Mother Goose poetically describes give wrong ideas to the baby mind. For these conservative parents it is proposed to have friezes, showing children of various nations in their native costumes, to make the juvenile mind familiar with the appearance of the baby population of other lands; farm-life scenes for the city-bred child, and city views for the liliputian population of our country districts. Visions of nursery walls, rivalling and exceeding in beauty those of any other room in the house, are called up by the possibilities opened in such a scheme. The whole educational movement of to-day tends towards the development of the best instincts of the unformed mind, and individual characteristics are considered in a manner undreamt of in the philosophy of our mothers and fathers. We train a child's mind as we would a young fruit tree, so that the best results shall accrue, and one cannot but see how great a factor in the general purpose the nursery wall will become.—*American Upholstery Journal.*

STYLES IN WALL PAPERS.

As a rule the very large patterns in wall paper, says a New York authority, are now most liked, and wide friezes of bold design and color are used. One frieze has conventional chrysanthemums of huge size in shades of dull brick reds and greens. This is chiefly intended for halls and staircases.

The "Chatsworth" is in a curious scroll and leaf pattern in beautiful tones of peacock blue and old gold. Another frieze would enable one metaphorically to sit under one's own fig tree, as the design is of green fig leaves in their natural size and large convenient foliage in beautiful shades of Indian red.

Frieze and dado rails are always used now, giving an effective finish, and pictures



One of the successful florals in the Watson, Foster Co's new line, a most beautiful and natural rose, and, when shown on a white ground in yellows, greens and reds, is particularly Spring-like and refreshing.

are hung from hooks which fit on the rail, and are quite easily removed, no nails being required. Sackcloth wall hangings are new, and many of the large private houses are hung with them in preference to paper.

One manufacturer has brought out a new and very handsome wall paper, which has what is known as a silk flock effect, the raised pattern looking like rich satin. It is,

of course, a reproduction of the old flock paper. In old gold and in crimson it is specially handsome.

An odd and effective wall paper is covered with a chintz-like pattern of flowers and birds.

NEW WALL PAPER DESIGN.

In this issue is illustrated one of the Watson, Foster Co.'s successes of the present selling season. Nothing can be more beautiful and artistically effective than this design in natural rose colors, applied to rooms in which muslin curtains, white enamel furniture, Japanese matting, etc., form the foreground, leaving to the walls the entire color relief. No doubt, this pattern will be much appreciated.

THE MAKING OF WALL PAPERS.

A remarkable fact in regard to wall paper is that the method of printing the better sort of paper is probably the same now as it ever has been. Wooden blocks with the design cut in relief, one for each color, are applied by hand, and in order to suit the productions of the paper mills, these blocks are made in England, 21 inches wide, and in France, 18 inches wide. The length of the block is limited to what the workman can easily lift with one hand—two feet being about the limit, as the blocks are necessarily thick, and in many cases heavier by being inlaid with copper, especially the thin outlines, which, if made of wood, would not stand the wear and tear of printing.

It was not till the 18th century that wall paper in anything like its present form came into common use in Europe, although it appears to have been used much earlier in China. A few rare examples, which may be as early as the 16th century, exist in England, but these are in imitations, generally in "flock," like the old Genoese and Florentine cut velvets, and hence the style of the design in no way indicates the date of the wall paper, the same traditional patterns being reproduced with little or no change for many years. It was not till the end of the last century that the machinery to make paper in long strips was invented. Up to that time wall papers were printed on small square pieces of hand-made paper, and were very expensive. On this account wall paper was slow in superseding the old mural decorations, such as tapestry, stamped leather and paper cloth.

The wall papers now printed by machinery have the designs cut on the surface of wooden rollers, under which the paper passes. In the cheaper grades all colors are applied rapidly, one after the other, without allowing each to dry separately, and a somewhat blurred appearance is generally the result. Designing wall paper patterns

WALL PAPERS

PLEASURE AND PROFITIS THE RESULT
OF HANDLINGTHE WATSON, FOSTER CO.'S
LIMITED
LINE OF WALL PAPERS.

EVEN THE CHEAPEST GOODS ARE
DAINTY AND ATTRACTIVE. THE
DESIGNS, COLORINGS AND * * *
DECORATIVE EFFECTS OF MEDIUM
AND BETTER GRADES ARE THE
MOST BEAUTIFUL WE HAVE PRO-
DUCED AND MUST BE SEEN TO BE
APPRECIATED. * * THE INGRAIN
FRIEZES ARE SUPERB. * * * *

WE HAVE EVERYTHING YOU NEED
IN WALL PAPER AND NOTHING
WHICH HAS NOT MERIT. * * *

IF YOU ARE INTERESTED WAIT
TILL ONE OF OUR MEN CALLS,
OR CORRESPOND WITH * * * *

THE WATSON, FOSTER Co.

LIMITED

MONTREAL, September, 1900.

WALL PAPER AND DECORATIONS—Cont'd.
is an occupation for women, which is highly
lucrative to those who possess skill and
ingenuity.—Geyer's Stationer.

M. STAUNTON & CO.'S SAMPLES.

Dealers will find in the M. Staunton &
Co's wall paper samples for 1901 some very



From Staunton's 1901 line.

interesting lines in silk paper. The goods
are being well received by the trade every-
where the travelers have shown them.
These lines are very artistic indeed, and
there is a style about them that appeals to
purchasers looking for something a little out
of the ordinary. Of course, the samples
will have to be seen to fully appreciate their

beauty and effect, but a hint or two may
have the effect of rousing curiosity to see
them if nothing else. No. 1372 E.D., is
miniature empire wreath design in colonial
colorings. No. 1371 E.D. is a very delicate
stripe effect on white or yellow ground.
These and other colorings of the same pattern
will find a ready sale where something a
little more decorative than an ingrain is de-
sired. No. 1348 is another pattern in this
class of goods that will have generous call.
Robin's egg blue ground is one of the most
striking effects, and yet it is artistic and
delicate. Staunton's travelers report an
excellent reception by the trade of their
samples from the first day on the road with
them.

A TARIFF MANUAL.

Canadian importers and exporters will
find the "Canadian Customs Tariff for
1900," published by Morton, Phillips &
Co., a valuable book for ready reference.
Besides the Customs tariff and excise
duties, it contains extracts from the Cana-
dian Customs Act that importers should
know, and which they can find in concise
shape, without loss of time in going through
different volumes. The articles of the
British preferential tariff and the Franco-
Canadian Treaty are also given in con-
densed form. In addition there are a
number of tables of Canadian, British, and
foreign currency which cannot be found in
as complete and compact form elsewhere.
The equivalents in Canadian money of
francs, German marks and other princi-
pal foreign currencies are given, and,
together with the information as to the
outports, ports of entry, preventive stations,
etc., make the publication a decidedly
useful one.

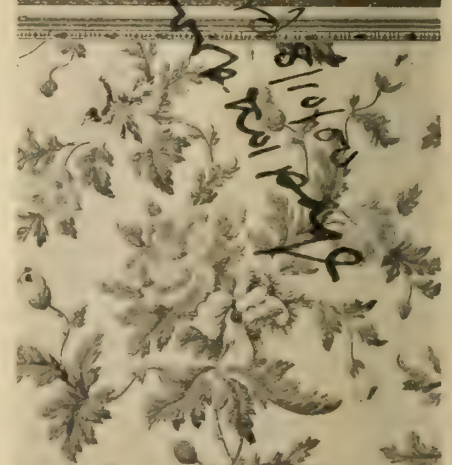
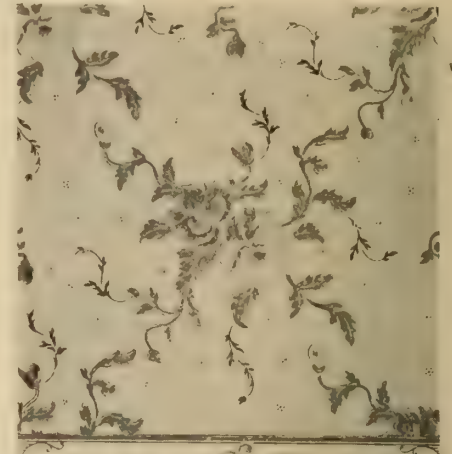
TOOK THE QUEEN'S LIFE.

A sneak thief displayed considerable
nerve recently on operating near J. Craw-
ford's book store, Main street. There is in
front of the building a small stand, in which
several volumes are shown, seemingly
securely tied. About noon, while numbers
of people were passing, someone quietly
worked the strings from a book and walked
off with his capture. The book was a paper-
covered life of Queen Victoria. It is just
a question what could be done with a man
who would take the life of the Queen.—St.
John Sun.

CANADIANS IN KHAKI.

"Canadians in Khaki," is the title of a
book that has been on the market for some
time. The object of its publication was to
give an interesting and valuable account of
the sending and doings of the Canadian

contingents that have gone to South Africa.
It contains the most recent and complete
lists of the officers and men, with casualties,
as well as the official correspondence with
the Colonial Office in London. The book
fills 128 pages and is illustrated with
portraits of the Queen, Lord Roberts,
Colonel Otter and other notables in this
connection. It is a book worth having



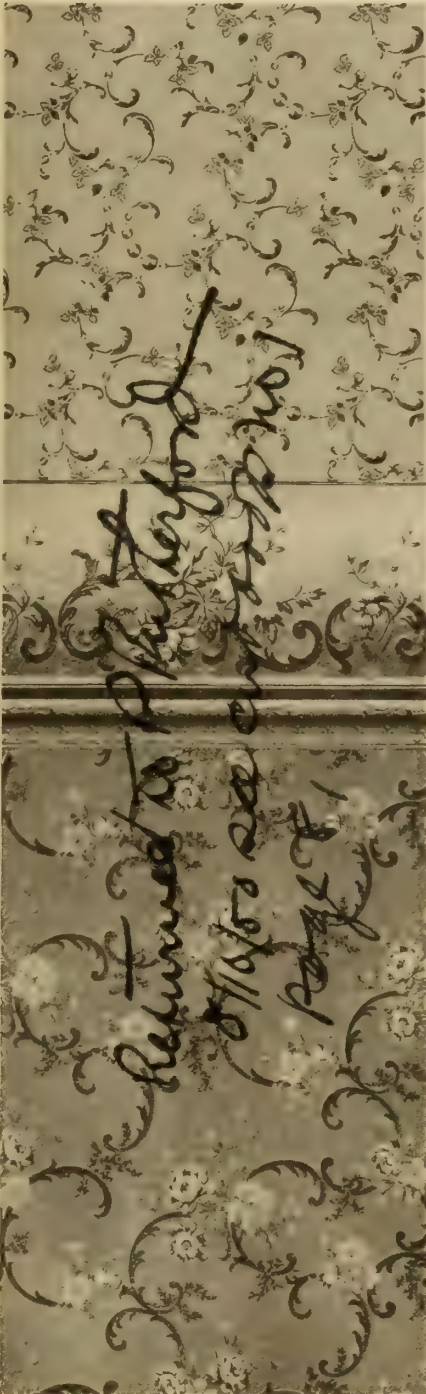
Another from Staunton's 1901 line.

now, but, as a work for historical reference in
years to come, it will be invaluable. It has
been published in Montreal, and the
Montreal and Toronto News Companies are
trade agents. The price is 25c.

Hannay & Routh, stationers and en-
gravers, Ottawa, have sold out.

Staunton

Wall Papers



For Present Trade

These two months could be made splendid business months for the wall paper dealer. Maybe it only needs a little extra "sorting up" to make your stock attractive enough to boom business. Write us for samples to select from for present delivery. We have some splendid lines to sell.

For 1901 Trade

Our travellers are enthusiastic over the reception of the "Staunton" Line for 1901 by the trade everywhere the samples are shown. Orders are many and generous, and the almost universal opinion is that the "Staunton" Line is the best on the road, viewed from the standpoint of the artistic, the practical, or profit-making. See our traveller, he's getting along your way.

M. STAUNTON & CO., MANUFACTURERS, TORONTO

THE NEW CANADIAN COPYRIGHT LAW.

ITS EFFECT ON PUBLISHER, BOOKSELLER AND READER—TEXT OF THE
ACT—THE CONDITIONS.

THE new Canadian Copyright Act is now in force, and, as its provisions affect the bookselling trade, it is well that the booksellers should be familiar with the law, and clearly comprehend its scope and bearing. We give below the text of the Act, but it may be useful to consider briefly its effect upon the publishing interest, the bookselling trade, and the reading public.

EFFECT ON PUBLISHERS.

1. **The Publisher.**—Previous to the passage of this Act the Canadian publisher had, practically, no rights at all, certainly no exclusive rights, in his own market. If he secured control of an English and American book the English edition could come in, and often the American edition was surreptitiously imported.

The new law guarantees the Canadian market to the Canadian publisher when the owner of the copyright sells him his Canadian rights. The only exceptions are that two copies of the English edition may be imported for libraries, and that any individual who has a preference for the English edition may import one through the publisher of the Canadian edition. The exact terms of the Act are as follows :

TEXT OF THE ACT.

1. If a book as to which there is subsisting copyright under the Copyright Act has been first lawfully published in any part of Her Majesty's dominions other than Canada, and if it is proved to the satisfaction of the Minister of Agriculture that the owner of the copyright so subsisting and of the copyright acquired by such publication has lawfully granted a license to reproduce in Canada, from movable or other types, or from stereotype plates, or from electro plates, or from lithograph stones, or by any process for facsimile reproduction, an edition or editions of such book designed for sale only in Canada, the Minister may, notwithstanding anything in the Copyright Act, by order under his hand, prohibit the importation, except with the written consent of the licensee, into Canada of any copies of such book printed elsewhere ; provided that two such copies may be specially imported for the bona fide use of any public free library, or any university or college library, or for the library of any duly incorporated institution or society for the use of the members of such institution or society.

2. The Minister of Agriculture may at any time in like manner, by order under his hand, suspend or revoke such prohibition upon importation if it is proved to his satisfaction :

(a) The license to reproduce in Canada has terminated or expired ; or

(b) The reasonable demand for the book

in Canada is not sufficiently met without importation ; or

(c) The book is not, having regard to the demand therefor in Canada, being suitably printed or published ; or

(d) Any other state of things exists on account of which it is not in the public interest to further prohibit importation.

3. At any time after the importation of a book has been prohibited under section 1 of this Act, any person resident or being in Canada may apply, either directly or through a bookseller or other agent, to the person so licensed to reproduce such book for a copy of any edition of such book then on sale and reasonably obtainable in the United Kingdom or some other part of Her Majesty's dominions, and it shall then be the duty of the person so licensed, so soon as reasonably may be, to import and sell such copy to the person so applying therefor at the ordinary selling price of such copy in the United Kingdom or such other part of Her Majesty's dominions, with the duty and reasonable forwarding charges added ; and the failure or neglect, without lawful excuse, of the person so licensed to supply such copy within a reasonable time shall be a reason for which the Minister may, if he sees fit, suspend or revoke the prohibition upon importation.

4. The Minister shall forthwith inform the Department of Customs of any order made by him under this Act.

5. All books imported in contravention of this Act may be seized by any officer of Customs, and shall be forfeited to the Crown and destroyed ; and any person importing, or causing or permitting the importation, of any book in contravention of this Act shall, for each offence, be liable, upon summary conviction, to a penalty not exceeding \$100.

ITS EFFECT ON THE BOOKSELLERS.

2. **The Bookselling Trade.**—We do not think the new Canadian copyright law is adverse to our bookselling trade. On the contrary, we think its provisions will be found to be a benefit, since they clear up certain points which were previously uncertain. Under the former condition, the bookseller was sometimes selling editions which the English publisher could have interdicted, and thus have subjected him to a penalty. Moreover, the Canadian editions of novels which he bought were liable to be interfered with by the importation of "colonial" editions of the same books. Under the new law, if a Canadian edition of a novel is printed, that will be the only one the bookseller will have to sell, since all others will be illegal, just as they are in England. As a matter of fact, they will not be admitted to the country, so that the bookseller need not bother his head about

them. With regard to all other importations, however, the bookseller will be as free as he has always been. The law simply decrees that, when an edition of a book is produced in Canada in all respects equal to that produced elsewhere, it shall have the entire Canadian market. And we think that no bookseller with a spark of patriotism in him will object to this very moderate provision. Moreover, every bookseller knows that it is of the utmost advantage to have a book well advertised. Now the publisher is protected, there will be much more advertising of books. Up to now, our Canadian publishers have not cared to make a market for a foreign competitor. The bookseller will reap benefit on this score.

ITS EFFECT ON THE READING PUBLIC.

3. **The Reading Public.**—We do not see that the reading public is affected by the new copyright law in a very large degree. It can read all it wants, of every sort and kind, as before. With this exception, however. There are some people so English that they turn up their trousers when they think it is raining in Piccadilly. If a customer of this sort wants to get the English-made edition of a Canadian copyright novel, he can get it by applying to his bookseller. The bookseller will go to the Canadian publisher, who will be bound to procure for him the book he wants at the ordinary selling price, plus duty and "reasonable forwarding charges." Canadian readers will, moreover, certainly get the benefit of stimulated activity on the part of the Canadian publisher. They may depend that if any good thing is going, the Canadian publisher will secure it and place it within their reach, and in this way it will be seen that the interests of publisher, bookseller and reader are identical.

INTERVIEW WITH MR MORANG.

Mr. George N. Morang, the Canadian publisher, who has labored long and successfully to secure the present solution of the copyright difficulty, and who lately visited England to promote his fortunes there, has returned to Canada. He gave evidence before the Committee of the House of Lords on copyright, saw the leading London publishers, and otherwise interested himself in securing approval of our new Act. In reply to questions put to him by THE BOOKSELLER AND STATIONER, Mr. Morang said : "The new law has come to stay. There is no doubt about that. No Canadian publisher or bookseller need think that the Imperial authorities will disallow it, because it is understood in well-informed circles that the Imperial authorities intend to let it stand. It has been passed by our Parliament, assented to by the Governor-General, and is, therefore, the law of the land now.

"I found some English publishers disposed

F. & E. W. KELK

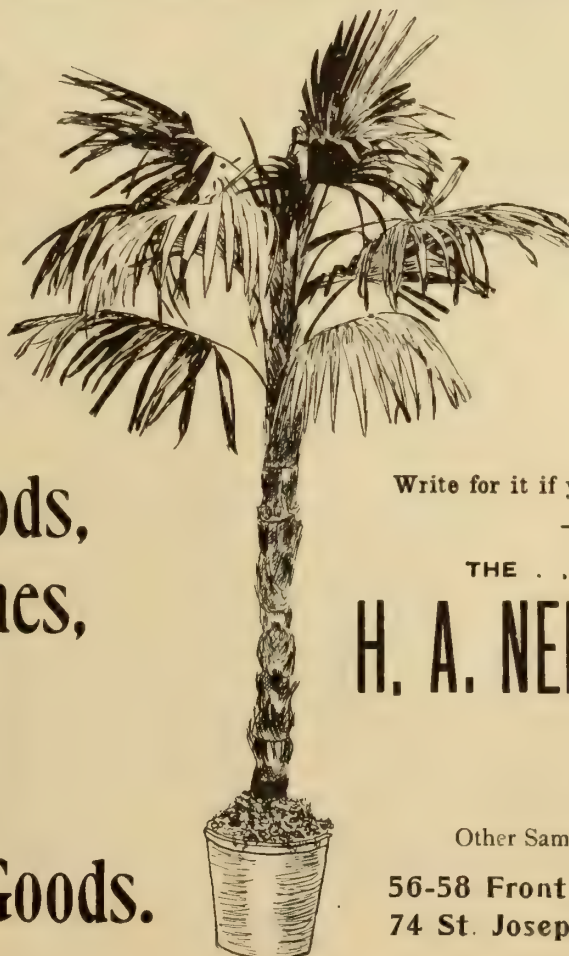
76 York Street

— TORONTO

Desire to remind their friends and the trade generally that all their New Importations are close at hand; in fact, half of them are in the warehouse, balance now in transit. Having cleared all their last year's stock at the close of the season, a bright, catchy lot may be looked for. All our business is done through the mails and by personal visits. We are thoroughly convinced this is the right way to buy goods: Buy them often and get different lines to your opposition, and enable yourself to make some profit. Goods sold on the road are very much alike and they go into every store in town. Call and see our vast assortment of

*Dolls, a Great Variety, China Cups and Saucers,
China Flower Pots, Vases, Albums,
Toys, in Tin and Iron,
Military Toys and Suits, Celluloid Cases,
Leather Cases, Ebony Goods.*

Artificial
Palms



FALL
CATALOGUE

— now ready

Fancy Goods,
Toys, Games,
Sleighs,
Dolls,
Sporting Goods.

Write for it if you have not already received a copy.

THE . . .
H. A. NELSON & SONS CO.
Limited
— MONTREAL.

Other Sample Rooms :

56-58 Front Street West, TORONTO, ONT.
74 St. Joseph Street - QUEBEC, QUE.

at first to fear that it would interfere with their constitutional rights, but this was explained to them to be a measure of local application, which could not coerce anybody, and which only affects an English copyright when the owner of that copyright has voluntarily parted with his Canadian rights to some other publisher. The whole question of copyright is thoroughly understood in England, and so distinguished an authority as Lord Thring is fully posted on all the phases of the Canadian question. Some of the best-informed men on copyright in England admit that Canada's right to legislate for herself on the subject is (as Sir John Thompson contended) clear and constitutional, although it is surrounded by so many technical and practical difficulties that, if we asserted it at present, the obstacles to getting a measure through would be insuperable. But, by our new Act, we avoid all these difficulties. We avoid rousing the protests which the French and other Governments who are parties to the Berne convention would at once make if a Canadian Copyright Act of another complexion were pressed forward. Better than all, we avoid conflict with the new British legislation which, when passed next year, will give Imperial copyright for an author throughout the whole Empire. There is surely something in this, which, besides the sentiment, will commend it as a wise and valuable factor in Imperial union. The British bill, however, when passed will not cut off Canada's right to press her constitutional claims at some future time. For the present, of course, our new law does not raise that point, it being inopportune and unnecessary."

"What will be the effect of the new Canadian Act on British and American copyrights?"

"In the case of British copyrights," replied Mr. Morang, "the new Act provides that when the British author or publisher sells the Canadian market to a Canadian publisher the English edition is barred out. The British author or publisher is not obliged to sell. He can do so or not as he pleases. But when he does sell neither the British or United States edition can be imported."

"If there is no Canadian edition of a book can the United States edition come in?"

"Well, that is a matter for the English publisher to consider, not for us."

"Then, as to the United States copyrights, they cannot be imported here if the Canadian market has been sold to a Canadian publisher, nor if they are registered in England, because then the English and not the American edition would have the right of entry. For this reason our new law will tend to induce United States publishers to

sell their Canadian rights, and as far as their buying the Canadian market from a London publisher, as has been hitherto the custom, it will not pay them to do so."

"The justice of the new Canadian Act rests on this: That it puts Canada in the same position regarding copyright as other civilized countries occupy. The procedure is now very simple, as you will see by the Act, for the Canadian publisher, having bought the market, will register his copyright at Ottawa and after that other editions are excluded."

THE MONTREAL BOOK AND STATIONERY TRADE.

From THE BOOKSELLER AND STATIONER'S Special Correspondent.

SCHOOL books have attracted most of the attention of the booksellers during this month, and the rush is now over. In Montreal the departmental stores have not yet acquired the bulk of the school trade. This has been due to several reasons, the chief of which is the aggressive competition of the bookmen. Each and all the booksellers, both up and down town, meet the advertisements of the departmental stores with paper notices of their own, while they invariably display prettier windows. In this way they can overcome the effects of any cutting of prices that may occur. Some stores give discounts, but this is not the general rule; most dealers depend upon advertising to get business, and their policy seems to have been fruitful, for they report a satisfactory business. There has been considerable competition for the book trade of the private schools. This requires personal attention and assistance in the choosing of the books, and this the departmental drygoodsmen do not give as yet. Consequently, the ordinary retailer has this field to himself and it forms an important part of his business. The fact, too, that there is not one general system of school books in use in the Province of Quebec, as there is in Ontario, necessitates a large stock of books to do business, and the departmental stores object to investing a large amount of capital and then make less than a living percentage on it, as the Ontario departmental stores do upon their smaller investments.

In novels, the "Master Christian," by Marie Corelli, is the book of the month, and everybody is staying up late at night reading it. The Montreal News Company, Limited, who are handling it in Quebec and the Maritime Provinces, report its sales as phenomenal. "The Redemption of David Corson," by Gosse, has also had a satisfactory sale this month. "The Reign of Law," "To Have and to Hold," and "Unleavened Bread," by Robert Grant,

are other books that have been sought by the book lovers.

Cheap American editions of "The Sky Pilot" and "Black Rock" have stimulated the sale of the books on the Canadian market, but it seems strange that a cheap 25-cent edition of a Canadian book like "The Sky Pilot" should be issued in the United States when the cheapest in Canada is at \$1. However, the cheap edition on sale over the line has created interest in the book, and, where the smuggling of the cheap books into this market does not occur, the sale of the Canadian edition increases.

The Montreal News Company, Limited, announced that "Quisante," by Anthony Hope, will be on sale this month. Possibly one of the most artistic of illustrated juvenile books yet published will be "Pretty Picture Songs," by Mr. Grant Schaeffer, of Chicago, which will be placed on the market in September by the Montreal News Company, Limited. It will consist of up-to-date nursery rhymes, set to music. The illustrating will be superior both in conception and execution to anything that has heretofore appeared in this particular class. The book will retail at 50 cents.

We would call attention to the notice in our advertising columns of the sale by tender of the important stock of books belonging to the estate of The William Drysdale Co., St. James street, Montreal. This is one of the most important sales of books that has taken place for some time. Mr. Drysdale's experience has been of an extended and varied nature, and he has long been considered an authority in the Canadian literary world. During the past 30 years, he has occupied a prominent position among his confreres in the trade. His business embraced a clientele of customers from all professions and avocations. With a retentive memory and a kindly nature, he has cemented to himself the respect and friendship of many of the prominent politicians and learned men of the Dominion, and his trade has extended from Victoria to Halifax. The stock which is now offered for sale bears the impress of his business connection. Mr. Drysdale is now conducting business in Montreal at 2365 St. Catherine street, and promises to meet with the success he so richly merits. An important edition he now has on sale is a \$25 edition of "The Expositor's Bible," in 25 volumes. This is much cheaper than previous editions.

Cadieux & Derome have just published a "Manuel de Physique," by M. L. Minier, a work to be used in Laval University. It contains 113 illustrations and sells at \$1.

The assignment of Austin & Robertson, wholesale stationers and paper dealers, which occurred on August 17, was unfortunate. The assignment of the firm was

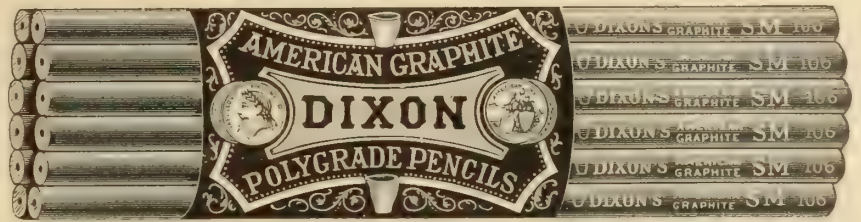
due primarily to the recent failure of the Farmers' and Merchants' Bank, of Rockford, Mich., in which Mr. Robertson was interested through his connection with the rebuilding of a paper mill in Rockford, where he had sustained serious loss by fire. The firm's resources were further taxed prior to this by the paying out, a few years ago, of the interests of the deceased and other partners, together with losses sustained in a law suit amounting to \$10,000. Very general regret will be felt for Mr. Robertson under the present unfortunate circumstances, as the firm's reputation has been first class for years. The liabilities are placed at \$100,000. At a meeting of the creditors on September 6, Mr. J. McD. Hains was appointed curator.

Mr. C. Theoret has issued a theoretical and practical manual of commercial law, by M. A. Bernard, the celebrated Montreal advocate. He also has a book on constitutional law in press by the same author, which will be used as a class book in French universities and colleges. The book on private and public international law, by M. A. Bernard, has been issued, and it will be welcomed both by the bar and law schools. Another book soon to appear from the press is a treatise on Canadian company law, being a complete work on the law governing companies incorporated under the Dominion and Provincial Acts, by W. J. White, M.A., B.C.L.

The Paris Exposition and the troubles in China still create a demand for books, just as they afford scope for magazine articles. Good books on China are Smith's "Chinese Characteristics," and two books published by Harpers; "The Breaking up of China," by Lord Charles Beresford (\$3), and "Overland to China," by Archibald R. Colquhoun (cloth, \$3.) "Paris and the Exposition," published by Ward, Locke & Co., Limited; "Lee's Guide to Paris and Everyday Conversation" (Laird & Lee, Chicago), and "Paris and the Exposition," illustrated (Laird & Lee, Chicago), are some of the selling works on this subject.

We regret to learn that Mr. C. Ashford is seriously ill in hospital. Mr. Ashford is a well-known man in Montreal book circles, and we hope that he will soon be found at his popular store at 800 Dorchester street.

Montreal, September 5. E.H.C.



A FAMILIAR BUNCH OF LEAD PENCILS

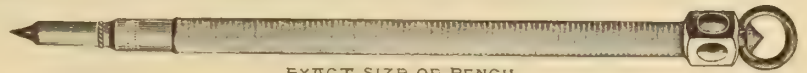
Dixon's American Graphite Pencils are noted for their smooth, tough leads. Our Illustrated Catalogue, which fully describes our entire line of lead pencils and pencil sundries, will be mailed to any dealer sending us his name and address.

JOSEPH DIXON CRUCIBLE CO.

JERSEY CITY, N. J.

TURQUOISE PENCILS.

A DAINTY AND ELEGANT NOVELTY.



EXACT SIZE OF PENCIL.

GILT, ENGINE TURNED CASE, TURQUOISE STONES.

No. 94.

GILT.

Price, 25 Cents.



EXACT SIZE OF PENCIL.

OXYDIZED CASE WITH GILT POINT AND HEAD, TURQUOISE STONES.

No. 95.

BLACK.

Price, 25 Cents.

PEN AND PENCIL NOVELTIES.....

ADVERTISING SPECIALTIES.....

STYLOGRAPHIC AND FOUNTAIN PENS.

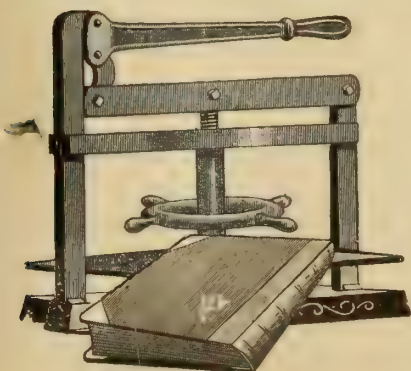


Adams, Cushing & Foster, successors to

THE CROSS PEN CO.,

168 Devonshire Street, Boston

The Racine Lever Letter Press



Is taking the place of the screw press everywhere. It works so easy and makes better copies, does not move about on the stand, is made of steel; a child can copy with it. Ask your Jobber to name you prices on it. We also make "Nigger Baby" paper weights, etc. Write us

The Racine Malleable & Wrought Iron Co.,

J. P. DAVIES, President.

RACINE, Wis., U.S.A.

Fancy Goods and Stationery.

THE PAPER MARKET. Inquiries regarding paper prices in Canada show that there is a well-founded impression that the present abnormal state of the market is bound sooner or later to relax. In the United States, the tendency there is decidedly toward lower prices, both in writing papers and book papers, while news print is also easier. In Canada it is expected that, while the market for the present is firm, the advent of the new Eddy mills at Hull will soon affect the situation. These mills will be in working order early this Autumn and the market for litho and book papers, as well as news print, must be sensibly affected.

Regarding English imports, it is said that some litho papers are now coming into this market and that the import of writings is much larger. Some buyers think that British makers could sell considerably more in this market under the present preferential tariff, if they desired to do so.

PRICE OF RUBBER. The high price of crude rubber, which has been steadily increasing during the last year or so, is having the usual effect on all rubber goods. Articles which the stationer carries made out of rubber are naturally among those affected. For the past few months the terms at which rubber bands, erasers, etc., have been sold by Canadian importers have not been so favorable to the retail dealer, and there is no sign of the price of rubber falling, according to the latest accounts. The quotations for finest crude rubber are \$1.01 to \$1.04, with second grade quoted at 95 to 96c.

WORKING OF THE NEW TARIFF. The United States stationery manufacturers will in future be obliged to fight more strongly for the Canadian market than hitherto. This is the impression in the trade, as in more than one line the new tariff is distinctly favorable to British goods. The leading United States houses have up to now had a comparatively easy time of it,

as this market has been near their own; the travelers come over regularly; and many novelties and styles which suited the United States, also suited Canada, but price is a great factor in trade, and the preference to English goods will force the American to push harder to get his goods before the notice of the wholesale as well as the retail trade. A large importing stationer says, that in such lines as writing papers, papeteries, envelopes, pens, playing cards, etc., the English manufacturer is going to do better in this market and is steadily increasing his hold.

The subject is of so much interest to the trade that we have compiled a tabular statement of the Customs duties on the principal lines of stationery and fancy goods imported into Canada, showing the general tariff on imports from foreign countries and the special preference given to British goods. The list might conveniently be kept by all importing stationers as a matter of convenience:

	Rates on	
	General Tariff.	British Goods.
	Per cent.	Per cent.
Books, paper bound.....	20	13 1/2
Books and Pamphlets.....	10	6 1/2
Advertising books & catalogues	15c.perlb. 10c.perlb.	
	Per cent.	Per cent.
Printed music.....	10	6 1/2
Maps and charts.....	20	10
Playing cards.....	6c.p.pack 4c.p.pack	
	Per cent.	Per cent.
Papeteries, pads, etc.....	35	23 1/2
Envelopes.....	35	23 1/2
Writing inks.....	20	13 1/2
Slates and slate pencils.....	25	16 1/2
Lead pencils, pens and rulers..	25	16 1/2
Purses, pocketbooks, etc.....	30	20
Picture and photograph frames.	30	20
Fancy writing desks and cases..	35	23 1/2
Glove and collar boxes.....	35	23 1/2
Brushes of all kinds.....	25	16 1/2
Toys, dolls and fans.....	35	23 1/2
Sterling and other silverware..	30	20
China and porcelain ware.....	30	20
Artificial flowers.....	25	16 1/2
Needles and pins of any metal..	30	20
Scales and balances of all kinds	30	20
Magic lanterns and slides.....	25	16 1/2
Tobacco pipes, holders, sets, etc	35	23 1/2
Firecrackers and fireworks.....	25	16 1/2
Fish hooks, tackle, etc.....	30	20
Fishing rods and walking sticks	30	20
Hammocks, tennis nets, etc....	30	20
Fencing foils and masks.....	30	20
Whisks.....	20	13 1/2
Shipping tags and labels.....	35	23 1/2
Apelines and pedometers.....	25	16 1/2
Wall papers and borders.....	35	23 1/2
Photographs and engravings... 20	10	
Photographic dry plates.....	30	20
Photographers' films and papers	30	20

SALES OF FINE STATIONERY.

There is a growing taste throughout the Dominion for fine stationery. This is seen in the large increase which wholesale stationers who make a special business of fine goods are noticing in their trade. Even in the smallest villages, the demand for the cheaper kinds of stationery is falling off, and there is nothing to account for this except the fact that people are being educated up to a better standard of goods.

Engraved cards and embossed work are also taking a stronger hold on the public, although it is rather difficult to get stationers in small places to handle embossed stationery, as their customers have not commenced to use it to any great extent. The trade in this line is not without a bright outlook, however, as dealers are finding that business is increasing year by year.

The newest shade in stationery is the cameo blue, a shade specially designed for white embossing. Other fashionable shades are white and azure bond. These are among the best-selling shades of the season.

A CANADIAN BUYER REPORTS. A prominent wholesale stationer, Mr. Richard Brown, of Toronto, who has recently returned from Great Britain and Europe, states that the stationery trade there is this year a very active one. He found that all the mills were exceptionally busy; some of them were scarcely able to meet the demand. Prices on the cheaper grades of stationery have been advancing, and the rise in the price of coal is likely to send them still higher. The better qualities, however, have not changed much. It is expected that stationery in this country, which, so far, has not advanced much, will be higher in the near future.

"There are many new and delicate shades of stationery being shown in Paris," said Mr. Brown to THE BOOKSELLER AND STATIONER, "but I did not notice any changes in shapes worth speaking of. The display of stationery at the Exposition, while a very fine one, did not consist of

Profitable Business Talks



*Return
to owner see
Sept-Dry Good 100*

These are the days of advertising
It is more essential than capital, yet
capital can be accumulated or
diminished in advertising according
as it is wisely or wastefully done.
I have added years of experience
to years of study in writing and
placing advertisements for many of
the most successful Canadian firms.
I should have pleasure in explain-
my methods and terms to you,
either by letter or personally.

Nora Laughler

Writer of Advertising

9 1/2 Adelaide Street East, Toronto.

OFFICE 17.

"MILITARY" AND "IMPERIAL" Papeteries



Our newest line just ready for the market; cream, white, and nebula blue; handsomely lithographed, patriotic boxes. Will create an immense demand—best value ever known in stationery.

If you are not handling our goods, let us have a trial order; we know the result.

**The Barber & Ellis
Co., Limited**

Manufacturing and
Wholesale Stationers

...TORONTO.

Every Stationer Should Keep



ESTERBROOK'S PENS

LEADING STYLES:

- Fine Points: A1, 128, 333.
- Business Pens: 14, 048, 130.
- Stub Pens: 313, 284, 442.
- Turned-Up Points: 256, 477, 1876.

One Hundred and Fifty Varieties.

MAKERS OF THE CELEBRATED FALCON PEN NO. 048

Wholesale Agents for Canada:

BROWN BROTHERS, Limited, 51 Wellington St. W., TORONTO.



NO. 98 GOLF

THE BEST 25 CENT CARD MADE. Highly enameled, and polished. Elegant finish, made of extra selected stock. Large assortment of designs and colors.

NO. 20 ROVERS

THE BEST CHEAP ENAMELED CARD ON THE MARKET. Highly finished and a good seller.

Send for Samples and Prices.

AMERICAN PLAYING CARD CO.

Kalamazoo,

Michigan.

FANCY GOODS AND STATIONERY—Continued styles that would be popular in this country. Most of it was elaborately and expensively gotten up, and not as well suited for the Canadian trade as our own manufacture.

"I think Canada can hold her own on nearly all lines of stationery with any European country or the United States. Until recently there was not much fine stationery made here, but I see that some makers are now branching out and manufacturing fine grades that will likely be preferred for the Canadian market to imported goods.

"I saw a number of new things in leather goods in Paris. The chatelaine bag seems to be the most popular thing of its kind; almost every woman you meet wears one. It is made in all kinds of leather. Dark browns, greens and crimson seem to be the favorite colors over there for leather goods. There will likely be an advance in leather prices, too, in this country, as they have been steadily rising in Europe, owing to the increased cost of material."

ART MATERIALS FOR STATIONERS.

Most stationers carry a small stock of drawing materials for children's use in schools, and toy paint boxes, but not many deal in real artists' materials, and for an apparently good reason, as there is small demand, or none, in small places for these goods.

In any fair-sized town, though, may be found a good number of persons, principally young ladies, who have received lessons in painting, and who indulge considerably in it as a pastime, both in oils and water colors. In a town where it is not possible to get good materials or where these are not exhibited, interest in the use of them lags. If stationers would show a line of painting and drawing materials, there is little doubt that trade could be developed in them which would well repay the dealer for his outlay.

At present, those persons who would buy artists materials from the local stationer either give up their use gradually or send to the cities for them.

NEW PAPETERIES AND PENCILS.

A nice and complete line of mourning stationery is something which should sell well. Warwick Bros. & Rutter are showing a line of black bordered note, well boxed, called

the "Empress." The large square shapes, with envelopes to match, are noticeable. There are four styles of border—the narrow, the middle, the broad and the extra broad. The paper is in quarter reams and the envelopes put up 100 to a box. The line is already selling well.

The same firm report that a line of papeteries, English make, with patriotic and floral designs, in a variety of shapes and sizes, have sold so well that the first shipment of two cartloads was exhausted and that a new shipment is also quickly running out. In this line the new Chippendale tint with white border is especially popular.

In the matter of pencils, Warwick Bros. & Rutter show two lines that are likely to take. The "Adonis" is of the "Koh-i-noor" class, a high-class pencil retailing at 10c., but there is more money in it for the dealer while it is just as good a quality, and in appearance exactly similar. The "Golden Rod" pencil is a new and attractive line, similar in finish and color to the celebrated "Koh-i-noor," with a gilt rubber tip, put up in attractive boxes of a dozen each, to retail at the popular price of 5c.

A word as to playing cards. This firm show a large line. The "Khaki" cards have had large sales, and the military feeling is increasing the demand for designs like these. The day after some of the returned soldiers landed at Halifax a dealer wired for a large supply. Probably he had shown the goods in the window and thus induced sales. The "Imperial Club" playing cards have a new back called the "Empire," the designs being the Imperial and colonial coats of arms. It is a very handsome card. This house, anticipating dealers' wants, have put into stock a new whist shape card.

NEW GAMES. Every season sees a new game, the skill and ingenuity of inventors seeming never to give out. Of course, the military feeling is inspiring some of the fresh ideas. The travelers for The Copp, Clark Co., Limited, are showing several new games. One is called "Pretoria," and is a board game of the British against the Boers, with pictures of Roberts, Kruger and Steyn on the cover of the box, the object being the capture of the place. Another is "Comrades," another military card game, and the different classes of soldiers are represented in the pictures. Another, the "Century," is played something like Parchessi, only is more complicated and interesting. Two of the new games have a distinctly Canadian flavor. "Maple Leaf" is one of questions and answers dealing with Canadian historical events. Another, "Canadian Authors," are cards with photographs of leading Can-

adian writers and descriptive matter about their books. The firm's travelers show nearly 100 games in all. There is a full line of dominoes and checkers, with special attention to 5 and 100. lines, and a full range of chessmen (boxwood, bone and Staunton). "Rainbow Billiards" was shown last year almost too late to have its merits appreciated. It is selling well now, the wholesale price being \$3 25, and furnishes a fine evening's amusement for a party of people.

CHILDREN'S TOYS AND NOVELTIES.

A new line of mechanical figures, retailing at 50c., are among the best sellers seen for a long time. By being wound up they show a tipsy man, a gay fiddler, a shoeblack, a street sweeper, a mower, all dressed in character. The movements are perfectly natural. The Copp, Clark Co., Limited, have a stock of them which will soon be snapped up. In the same warehouse are shown a number of new things. A line of paints for children, 5 and 10c., in wood boxes, includes a special non-poisonous paint which younger children can handle without danger. There is also a line of painting books which don't require paint, but can be worked with a wet brush. These retail at 5, 10 and 25c. A superior line of paints in Japanese lined boxes will retail at 10, 25 and 30c. Drawing slates will retail at 5, 10, 15 and 25c. A small novelty is a rubber ball in exact imitation of an apple, two sizes, for 15 and 25c. retailing. A fine line of A B C blocks and war blocks will retail at 10, 25 and 50c.; also, military encampments with tents and soldiers for 10, 25, 50 and 75c. retailing. Some naval toys are also interesting.

Turning to stationery novelties one finds in this warehouse a number of oddities in paper weights and ashtrays. The novelties in pocket inks are especially noticeable, including a spool, a yachting cap, a cigar box, a bottle, a valise, a football, etc. They sell well at 50c. retail. A line of wall brackets retailing at 10c., 25c. and 50c., are of papier mache with a sort of chromo and medallion design. Cheap frames with floral decorations to retail at 5c. and 10c. are supplemented by better goods for a higher-class trade.

FOUNTAIN PENS.

The fountain pen trade is one that expands steadily every year. So encouraging is this demand that the Copp, Clark Co. carry an extensive range, comprising the most expensive and ornamental lines in gold and silver. There are 24 lines in Lapham's "Rival," and the prices range from \$15 to \$60 per dozen. The pens are made in plain black, taper and square caps, sterling silver, pearl



WRITE FOR
CATALOGUE
 JUST OUT.
Turned Dry
FANCY GOODS
on Sept
DOLLS, TOYS.
 XMAS NOVELTIES
 GLASS and CHINAWARE.
NERLICH & CO.
 35 Front St. West,
TORONTO

FANCY GOODS AND STATIONERY—Continued. and 14-karat gold handles, in tinted and octagon and other shapes. There are large and small nibs. Some have a larger reservoir for holding ink and this kind is useful for business purposes. The "Rival" is a good pen and has stood the test. Should any part go wrong it can be replaced and repaired in this country. With a half-dozen assorted pens a handsome showcase is given free.

The valuable gold and silver goods shown in connection with these by the same firm contain some very fine pencils, picks, knives, nail files, gold pens and pencils of 10-k. and 14-k., as also cigar cutters, thermometers, etc. Several lines in this handsome display are adapted for popular trade, notably a line of sterling silver and ebony automatic pencils at \$2.75 a dozen, others equally cheap and equally handsome.

THE WHITING PAPERS. The highest award at the Paris Exposition, the Grand Prix, has been awarded to the Whiting Paper Company, whose houses are at New York, Philadelphia and Chicago. This prize, which is even higher than the gold medal, was awarded them for excellence in manufacture and style of putting up their papers. This is the only time that an American firm has secured the Grand Prix. The Whiting Company are probably the largest makers of fine writing papers in the world, having three mills devoted exclusively to that purpose, which turn out over 40 tons per day.

In the creation of novelties, the Whiting Company have been always at the front, their Wedgwood make, brought out over a year ago, having been one of the best selling papers ever made. To-day, their French "Organdie" papers have assumed a position as one of the staple brands, and are one of the most popular makes on the Canadian market. They have now a new paper called the "Diagonal," made in white, steel, Quaker grey, purple and azure tints, which, though new on the market, is having a most successful sale. New varieties are always in preparation, and new machinery to make some particular kind of paper is put in from time to time. The result of the efforts to please the public put forth by this company is seen in the winning of the Grand Prix.

NEW LEATHER GOODS.

New ideas in leather goods are coming out every day. The leather department in Brown Bros. contains a number of new things that ought to have good sales.

A new line of imported purses, just arrived from Europe, are of all sizes and designs,

and made in many different leathers. An attractive purse in the form of a bag has recently arrived from England. It is of mocha calf, with a cord handle and metal ring around the top. A line that continues to have a good sale is the ladies' reticule in real seal and real morocco. Brown Bros. have them in 9 and 10 inch sizes, and find them to be among their best selling goods. A new shopping bag for ladies is just out, in real seal and morocco, with a silk top and silk cord handle. An outside pocket in it is very handy for a handkerchief or the like. Another new line is the chatelaine bag, made to hang from the belt. It is made in real seal, with a silver frame.

Brown Bros. are manufacturing a line of dressing and toilet cases, with fittings for hair brush, glass, etc. The same goods, imported, may also be seen in their establishment.

Many new styles, in shapes, designs and materials, for portfolios, music cases, etc., are in stock.

A WAREHOUSE DISPLAY. It would be a pleasant visit for customers of F. & E. W. Kelk, who have been doing business through mail orders with the firm, if they were to visit the firm's warehouse at 75 York street. A large and well-selected assortment of fancy goods of all kinds meets the visitor's eye. China dolls, toilet cases, pipes, albums, etc., are all shown by this firm, who have a large range of each. With a few exceptions all these goods have been imported at prices which enable the firm to sell them very cheaply.

The immense assortment of dolls will especially draw one's attention. A large business is being done in china cups and saucers. F. & E. W. Kelk have selected some very fine lines of these. A large business in military toys may be expected in every part of Canada for the coming season. Special preparations have been made by this firm, and their stock of military toys is indeed complete. As all their business is done by mail, there must necessarily be a large number of their customers who have never seen their assortment, and it would be satisfactory to both customer and dealer if a call was paid to the firm's warehouse.

PATRIOTIC DESIGNS IN STATIONERY. All stationers who desire to be thoroughly up-to date must keep in stock the latest shades and styles in their line of business. And not only do these increase sales, but the manner in which the goods are put up for sale has also a good deal to do with the readiness with which they are bought. At present, nothing is more taking or more fashionable in many kinds of merchandise than military styles. With their usual

enterprise, the Barber & Ellis Co. are showing some new stationery called the "Imperial" and "Military." They are sending out to the trade a portfolio containing samples of these brands of paper and envelopes, in white, cream and blue, the latest shades, together with a number of their box covers. The "Imperial" and "Military" lines of stationery are put up handsomely, the former having a lithographed portrait of the Queen, Lord Strathcona or Mr. Chamberlain on the cover, and the latter portraits of the Prince of Wales, Lord Roberts or Lord Kitchener. The sides of the boxes are decorated with designs of flags, battle-ships, etc., making a very attractive box. On the bands around the different packages of paper or envelopes there are also designs of the British coat-of-arms, Union Jacks, etc. The Barber & Ellis Co. will, no doubt, experience a heavy demand for these goods, as the shapes and shades of the goods are the latest styles, and they are made attractive by the boxes which contain them.

FAMOUS SCOTCH WRITINGS.

The well-known Scotch paper manufacturers, Alex. Pirie & Sons., Limited, of Aberdeen, have issued a rather unique as well as artistic card, announcing the departure for America of their representative, Mr. Walter Meal. The card, which is double, has for a cover design two old Scottish shields in colors. Inside, opposite the printed announcement, which is in old-fashioned type, is a lithographed picture of an ocean liner, in good imitation of a water-color painting. The back is plain, with the exception of a seal of the company in one corner. The whole card is a very neat and tasty production.

NEW COPYING PRESS.

Everyone who uses a copying press to any extent will be interested in the new Racine Automatic Steel Press, which is in many cases taking the place of the old-style screw machine. It is designed, not only to save labor, but to withstand a great deal more pressure than the old press. All the parts subject to strain are made of the best Bessemer steel, and a greater pressure per square inch can be instantly obtained than with an equally-applied force on other presses, without danger of breakage. In railroad offices and other places where heavy presses are necessary, and great pressure is required for reduplicating, etc., long levers have been substituted for hand-power with the result that the arch or follower is broken. The Racine press is made so that the adjustment for different sized books is easily obtained by raising or lowering the top plate by the aid of a wheel, which is made in

LEATHER GOODS

We manufacture the finest line made.

- Purses, Wallets
- Letter and Card Cases
- Portfolios, Music Rolls
- Photograph Cases
- Memo Books
- Diaries, etc.

STATIONERY STOCK complete.

New lines in

Papeteries
Note Paper
Envelopes.

OFFICE SUPPLIES

Full Stock New Fresh Goods in
INKSTANDS
HARDTMUTH'S, FABER'S PENCILS
STATIONERY SUNDRIES AND NOVELTIES.

CREPE TISSUE

ALL THE POPULAR SHADES.

WOODBURY HUNT'S
FINE ART PUBLICATIONS.

THE BROWN BROS. LIMITED

MANUFACTURING STATIONERS
51-53 Wellington St., W.,
TORONTO.

1000 CATCH PHRASES & IDEAS.
A little book worth its weight in gold To All who Write Ads, Show Cards, Circulars or other Business Literature. The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address
FREE
The Advertising World, Columbus, Ohio.

NEW MUSIC
A FRANGESA. — March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS. — By Chas. E. Musgrave. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association
"ASHDOWN'S" Limited
88 Yonge St., Toronto.

JAMES. R. CROMPTON & BROS., Limited

BURY, LANCASHIRE, ENGLAND.

Copyings and



Colored Tissue Label.

Copying Papers

GLAZED and UNGLAZED

White, Blue, Buff and Yellow.

PATENT STOUT AND THIN BUFF.

Copying Papers (Royal Arms) (Watermark)

All papers bearing Mill 39 Label are guaranteed to be as near perfection as over forty years' experience can produce.

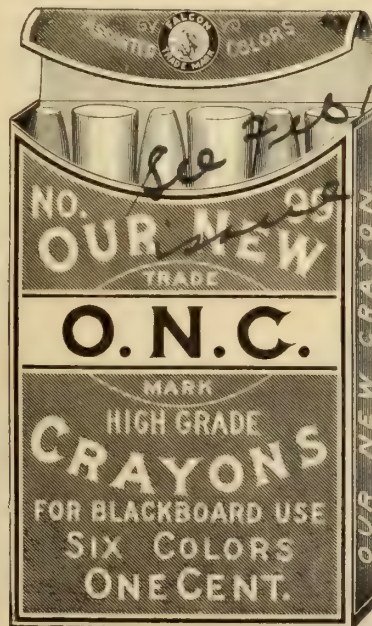
Samples and quotations to the wholesale trade upon application to

HENRY L. LYMAN, Canadian Agent, 12 St. Nicholas St., Montreal.

FOR SCHOOL CRAYONS

Write the Best and Finest

Manufacturers in the United States

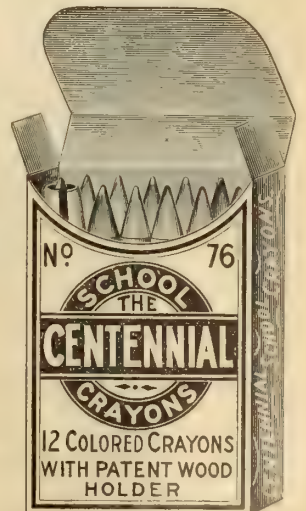


The inserted cuts represent two of our . . .

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

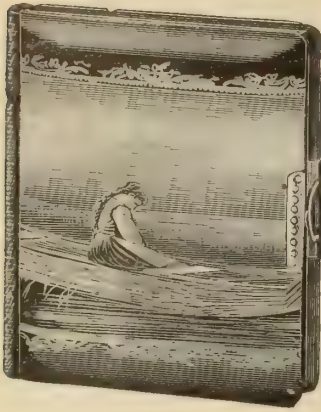
NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.



FANCY GOODS AND STATIONERY—Cont'd.
this machine just as heavy as in the old style presses.

The Racine Malleable and Wrought Iron Co., the manufacturers of this new press, in the catalogue which they send out to advertise it, offer to replace any breakage from flaw in steel or casting. The catalogue contains a number of cuts of these presses, giving their number, size and price. Dealers should write the Racine Malleable & Wrought Iron Co., Racine, Wis., for it.

The "Cross" stylographic pen is well known to the entire Canadian trade and has long been recognized the leader in this make of writing instruments. The Cross Pen Company, who manufacture it, are also manufacturers of other well-known specialties, among which their large line of pencil specialties occupies a prominent place. The latest numbers in this line are the turquoise pencils, advertised on page 33 of this issue. Every stationer in Canada should have one of the handsome new illustrated catalogues showing the full line of these specialties,

which catalogue can be had with quotations by addressing the Cross Pen Company, Boston, Mass., U.S.A.

Our illustrations show some fine lines of albums from the stock of H. A. Nelson & Sons Co., Limited, the covers of which are handsomely colored. Their fall catalogue contains, besides these lines, a large range of albums at \$2.00 to \$36.00 per dozen. An article that sells well at this season is the cardboard covers for flower pots, which they show in sizes to fit any pot. Prices run from 35c. to \$1.20 per dozen, according to size. In leather goods they show a fine assortment of cases for collars and cuffs, music, gloves, handkerchiefs, jewels, and writing and dressing cases. Over two hundred styles of purses are kept in stock by this company, either in small-sized specie or combination card cases. They furnish a neat leather-covered opera glass, with lorgnette handle, mounted in gilt, at \$6.00 each, and a line mounted in pearl at \$9.00 each. Their handsome lines of blotters, paper-knives, etc. are finding a ready sale,

and they report having a number of repeat orders for them.

Among their stock of toys one that is deservedly popular is the "Dying Boer" (boar). This is a rubber balloon shaped like a boar, which, after being inflated, gradually collapses and sinks to the ground with a piteous squeal. Their dolls are all of the latest designs and in large variety. Sporting goods, too, have received considerable attention by this company. The trade will be pleased with their lines of hockey, football and boxing goods especially.

They have added a line of artificial palms to their stock, which, with their other articles, are fully described, illustrated and priced in their Fall catalogue. This is sent for the asking to all dealers.

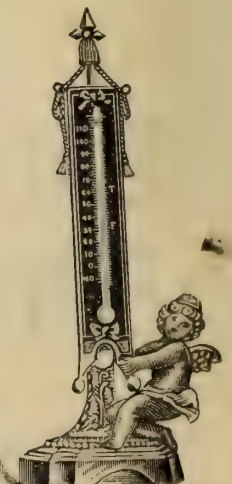
The estate of the William Drysdale Co., St. James Street, Montreal, is being advertised for sale. Tenders will be received up to September 25 by Mr. A. A. Murphy, the liquidator. The total stock is valued at \$33,487. This is made up of: Books, \$18,394; stationery, \$6,880; fixtures, etc., \$1,800; and book debts, \$6,412.

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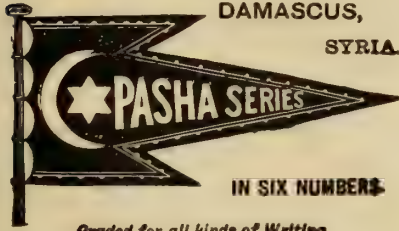
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 1851.
ASSURANCE COMPANY

Fire and Marine

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 Capital - - - 1,000,000.00
 Assets, over - - 2,340,000.00
 Annual Income - 2,290,000.00

Head Office: **TORONTO, ONT.**

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
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Writing, Bond, Ledger,
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Paper Makers,
GEORGETOWN, - ONTARIO
BOOK, NEWS AND COLORED PAPERS.

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PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses
 in the Dominion.

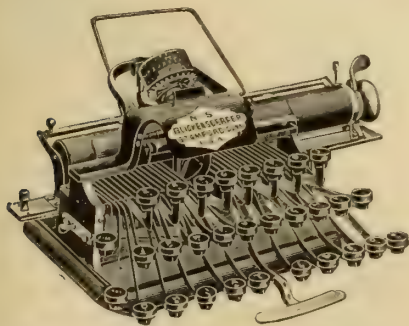
Received Highest Award Medal and Diploma at Cen-
 tennial, Philadelphia, 1876; World's Fair, Chicago, 1893
 and Province of Quebec Exposition, Montreal, 1897.

A GOOD BOOK

should be well bound. A dainty booklet
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 doubled if neatly bound. Our facilities
 enable us to compete successfully with the best binderies in the world. We
 will be pleased to show you samples.

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No. 5, Price only \$40.

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 WRITER IS LIKE DOING BUSINESS
 WITHOUT LETTER-HEADS.**

**UP-TO-DATE BUSINESS MEN
 DO NOT DO THIS.**

THE BLICKENSDERFER

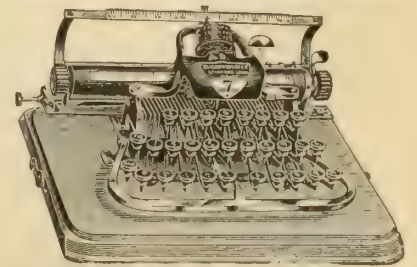
**HIGH-GRADE
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VISIBLE-WRITING

LIBERAL
 DISCOUNTS
 TO

AGENTS



No. 7, Price \$50.

14-inch Carriage, Price \$55.

YOU CAN DO YOUR OWN WRITING WITH THE BLICKENSDERFER.
GIVE YOUR BOY A CHANCE.
GIVE YOUR GIRL A CHANCE.
GIVE YOURSELF A CHANCE.

55,000 already sold.

Buy one and sell many more.

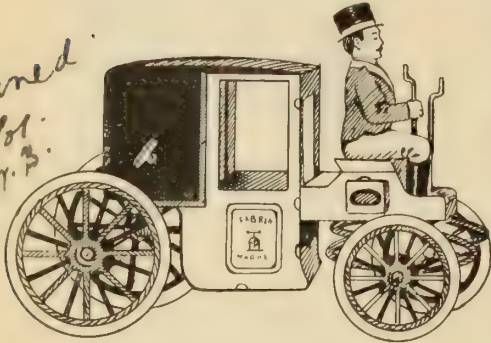
(CATALOGUE FREE.)

CREELMAN BROS., GEORGETOWN, ONT.

FANCY GOODS—Continued.

The new Fall and holiday catalogue of Nerlich & Co. is now ready, and will interest the trade. It is a well gotten up book of 115 pages, profusely illustrated with prices and description contents. Any dealer who has not yet had a copy may have one by sending a post card to the firm.

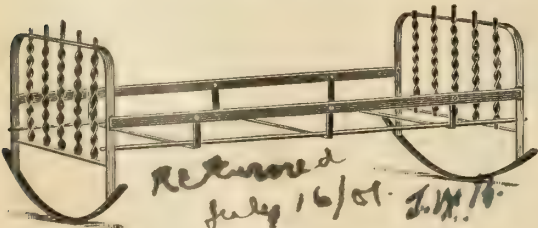
A special line of toy furniture includes



Clockwork Automobile, Retail for 25c.

enameled steel doll beds, cradles and swings. Sleighs are shown in a large variety, and low prices are quoted on the ordinary flat sled. Large toy carts are shown to retail at 20 and 25c. There is a great range in rocking horses, platform horses, doll cabs and go-carts. American tool chests are shown to retail from 40c. up. A baby swing which will sell at 50c. offers a great profit to dealers. Another children's line which will prove attractive is a child's combination desk and black-board with design chart, to retail for \$1. There is also the usual range of iron toys and magic lanterns, etc. In staple toys, lines for retailing at 5, 10, 15 and 25c. include Noah's arks, watches, tea sets, drawing slates, fur and wool animals, rattles, tin toys, etc. There is a range of lithograph decorated tin utensil toys which will prove very popular, while mechanical toys include the seal, automobile, the motor tricycle, the mouse and the khaki soldier.

As to dolls, no less than five pages of the



Steel Doll Cradles, Retail for 15c. up. (Different Sizes.)

catalogue are devoted to this line, which Nerlich & Co. make a most comprehensive and attractive one. The same may be said of chinaware and glassware, which is a specialty with them.

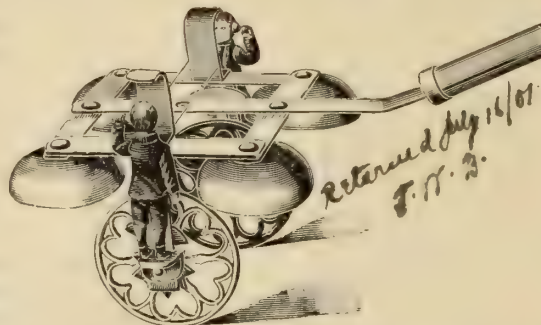
The "Acme" round shape crokinole board is proving a great favorite. This

style, while being a full size and strong board, is lighter than the other makes, and thus offers a great freight saving to the dealer. With checker-board back it retails for \$1.

Nerlich & Co. report that the general patriotic feeling has extended to the toy line. In this connection they are showing an attractive variety of pewter soldiers in khaki and red coats, infantry, cavalry, Strathcona Horse companies, and marine corps, indestructible paper-pulp soldiers, the mechanical khaki soldier, and soldier suits. In this class also are included toy military guns, swords and cannon. We have not the space even to summarize adequately the wealth of information which this valuable trade catalogue contains.

MAKING MASKS.

The manufacture of paper, wire and gauze masks in Germany is an extensive industry, and makers are having good profits on it. The paper masks are made by doubling a sheet of prepared paper over a face form, and molding it to fit by hand. After drying it is cut off and the openings for eyes, nose and mouth are made, when it is painted and decorated. The net profit



Telephone Floor Chimes, Retail for 35c.

on paper masks is about 22 per cent., and dealers easily obtain good prices.

Wire masks are made by molding the wire netting over the face form and then painting in oils. Painting the first flesh color and the eyes and features is paid for separately. An increase of nearly 5c. per dozen in wire masks is expected for next year.

Gauze masks, which are used a good deal in America, are made by molding over the face form a piece of linen gauze, after soaking it in a starchy paste. After drying, it is taken off and the openings cut and painting done much the same as in the paper masks. The price of the gauze in Germany and the cost of materials and labor has risen about 10 per cent. over last year, so that profits have been considerably reduced. The cost is about \$2.02 per gross and the masks are sold for \$2.28, a much

smaller margin of profit than was expected during the first of the year.

CANADIAN ART CALENDAR.

A CANADIAN art calendar, the product of Canadian enterprise, Canadian talent, and Canadian skill, is always a novelty. In the past, however, such calendars have based their claim for recognition as much upon patriotism as on merit, and have not professed to compete with the artistic and elaborate productions of England and the United States. It has remained for a Toronto house to produce a calendar, Canadian in every detail, which will take a place alongside the most expensive and finest works of the same kind. The Publishers' Syndicate, Limited, of Toronto, is now placing on the market a calendar of "Canadian Wild Life," for the year 1901, which far excels anything of the sort ever offered to the Canadian public. An advertisement of it, with reduced half-tone cuts of two of its plates, appears in this issue of THE BOOKSELLER AND STATIONER, and from it may be gained some idea of this truly remarkable production.

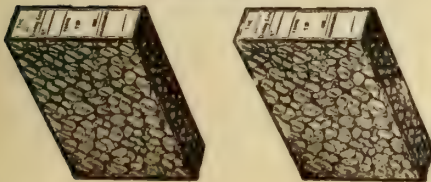
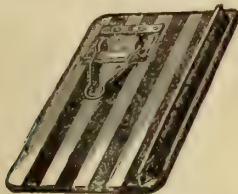
The calendar contains six plates of scenes in the wilds of Canada, made from original drawings by famous Canadian artists. The plates are printed in color inks on heavy toned paper, the size being 14x21 inches. An artistic cover design, etched on rough paper, gives a very rich effect, and the calendars themselves are securely packed in individual boxes of strong strawboard. Of the six engraved plates it is impossible to speak too highly; they are delightful works of art, full of interest to Canadians, and especially suited for sending abroad. The artists' work is of the highest class; the engraving has been admirably done; the printing has evidently been undertaken without regard to expense in workmanship and stock; and the result is a calendar which will certainly charm many thousands of people, and be a credit to its publishers. The retail price has been placed low, at one dollar, from which there are liberal discounts to the trade.

IN NEW QUARTERS.

The Copp, Clark Co., Limited, are removing this week to their new warehouse on Front street west, Toronto, which has been suitably and handsomely fitted up for their book, stationery and fancy goods departments. All the business of the company, except the manufacturing branches, will be concentrated here, and the new quarters are admirably adapted for the requirements of a large and growing concern.

A PROGRESSIVE INDUSTRY.

WHEN an article possesses genuine merit the public may generally be counted upon to find it out. This remark applies in a marked degree to the "Eclipse" file and "Eclipse" binding case. It is only about seven years since the Eclipse Office Furniture Company, of Ottawa, Limited, was organized for the manufacture of the "Eclipse" file and other office appliances, and to-day the "Eclipse" is the leading file in the Dominion of Canada, besides being largely used in the United States, Great Britain, Australia, South Africa and India. Its popularity is due to its convenience, durability and finish. In addition to the standard "Eclipse" file, the company are constantly bringing out new ideas in the filing line. Last year they introduced a new two-arch file, the "Ottawa," which supplies the wants of those who wish a low-priced article. They have just this month brought out their new "Eclipse Self-Acting" file, which promises



The Eclipse Office Furniture Co.'s, Limited, Building.

to be very popular with the trade and with the public. Its merits and the applicability of its name, "Self-Acting," are readily seen by the user. We refer to the company's advertisement on page 15 of this issue for details about this latest production of the Eclipse Company.

The cut at the top of the page shows the extensive premises now occupied by the company. Their business developed so rapidly that 18 months ago they found it necessary to build this large factory and equip it with the most modern machinery.

Die-cutting, stamping, japanning and electro-plating are all carried on under experienced workmen. The making of dies, and the articles produced by dies, are the specialty of the company, and they have, therefore, in addition to files and such like appliances, devoted much attention to the production of special lines of hinges, drawer handles, and other articles involving the use of dies. It will be of interest to fancy goods dealers to know that they are turning out large quantities of steel snow shovels, one line of children's in bright vermilion color being very attractive.

The Eclipse Company send out no travelers, relying on the quality of their goods, together with such advertising media as THE BOOKSELLER AND STATIONER, to bring their goods before the trade. All the leading wholesale stationers handle their goods, or they can be had from the company direct

THURINGIA DOLL FACTORIES.

The manufacture of dolls in Thuringia began about 50 years ago, although other toys have been made as far back as the middle ages. Even in the commonest wax doll, a number of different artisans are employed to make its various parts.

Certain workmen make the arms and legs; others put them in boxes and place them in the sun to dry; the arms and legs are dipped into a red dye by others to give them a flesh color; the sewing and stuffing is done by other workmen, and still more are engaged in painting the eyebrows, lips, etc.

The eyes are blown out of tubes held over a strong flame, and fixed in the head by people who do this alone. Finally, each workman carries his finished part to a manufacturer who puts all the parts together.

Making the wigs is an entirely different part of the trade. Mohair is the usual material employed, and a great deal is imported from England for the purpose. Sometimes, in the most expensive dolls, human hair is used.

A dozen factories are engaged exclusively in making china heads. These are made out of a mixture of china clay, quartz sand, feldspar and kaolin. After going through a number of operations, they are baked for about three days in an intense heat and then painted.

Manufacturers of dolls employ more than 200 hands in dressing them. Recently they have been dressed to represent well-known people. Khaki dresses are being shipped to the English market.

NEW CANADIAN COPYRIGHTS

Registered at Ottawa from August 1
to September 1, 1900.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11561. *Circuit Guide ; Autumn Assizes*, No. XI. 1900. Archibald Young Blain, Toronto.
11562. *Almanach des Adresses Directory Trois-Rivieres, 1900-1901*. Narcisse Marchand, Trois-Rivieres, Que.
11563. *Manuel de Medecine Veterinaire. A l'usage des Cultivateurs*. Par John D. Duchene, Quebec.
11564. *Baby's Own Nursery Rhymes*. Barclay, Clark & Co., Toronto.
11565. *O Swallow, Swallow. From The Princess*. Words by Alfred Tennyson. Music by Arthur Sullivan. Church Co., Cincinnati.
11566. *Tears, Idle Tears. From The Princess*. Words by Alfred Tennyson. Music by Arthur Sullivan. Church Co., Cincinnati.
11567. *Thomson's Improved Bill Book*. The Thomson Stationery Co., Limited, Vancouver.
11569. *Mon Premier Livre. Manuel des Commencants*. Par C. J. Magnan et J. Ahern. L'honorable J. E. Robidoux, Secretaire de la Province de Quebec, Quebec.
11570. *You Needn't Say the Kisses Came From Me*. Words and Music by Stanley Carter. Loomis Music Co., New York.
11571. *The Pilot's Last Turn at the Wheel*. Words and Music by Stanley Carter. Loomis Music Co., New York.
11572. *Just My Little Yaller Boy and Me*. Words and Music by Stanley Carter. Loomis Music Co., New York.
11573. *When I Am With You*. Words and Music by Stanley Carter. Loomis Music Co., New York.
11574. *Lovell's Montreal Directory, 1900-1901*. John Lovell and Son, Montreal.
11575. *Nuggets of Gold. For Temperance Campaigns. Enlarged Edition*. By John Marchant Whyte, Toronto.
11576. *Geographie. Cours Elementaire. Nouvelle Edition. Sœurs de la Congregation de Notre-Dame de Montreal*, Montreal.
11577. *Devoirs de Geographic. Cours Moyen et Superieur. Sœurs de la Congregation de Notre-Dame de Montreal*, Montreal.
11579. *British Generals in South Africa*. Lithograph. Globe Printing Co., Toronto.
11580. *For Love or Crown*. By Arthur W. Marchmont. Temporary Copyright. National Press Agency, London.
11581. *Tsimpian Tribe*. Photo. Edwards Brothers, Vancouver.
11582. *When Johnny Canuck Comes Home. March and Two-Step*. By H. H. Godfrey. Whaley, Royce & Co., Toronto.
11583. *A Semi-Detached House. And Other Stories*. By J. Try-Davies. Illustrated by Robert Harris. J. Try-Davies, Montreal.
11584. *The Life Agent's Manual*. Richard Wilson Smith, Montreal.
11585. *Kitty Carnell*. Words and music by Verner J. Cavers. Bryson-Cavers Co., Toronto.
11586. *On the Plains of Arizona*. Words and music by Verner J. Cavers. Bryson-Cavers Co., Toronto.
11587. *Christentina Brown*. Words and music by Verner J. Cavers. Bryson-Cavers Co., Toronto.
11588. *Canadian Heroes. A Patriotic Song*. Words and music by Mrs. J. J. Baker, Sparta, Ont.
11589. *The Imperial Idea*. Book. Colin McArthur & Co., Montreal.
11590. *Merchants' Book of Discount Stamps. The Merchants' Discount Stamp Co.*, Toronto.
11591. *Plan of Sydney, Cape Breton*. Albert Almon, Sydney.
11592. *Canadian Wild Life. Calendar for 1901*. Publishers' Syndicate, Limited, Toronto.
11600. *Well Done*. Illustrated envelope. J. C. Wilson & Co., Montreal.
11601. *Soldiers of the Queen*. Illustrated envelope. J. C. Wilson & Co., Montreal.
11602. *Maple Leaf*. Illustrated envelope. J. C. Wilson & Co., Montreal.
11603. *God Save the Queen*. Illustrated envelope. J. C. Wilson & Co., Montreal.
11605. *A Maiden Fair. Waltz*. By A. W. Hughes, W. H. Hodgins, Toronto.
11606. *The Pulpit Memoranda*. Robert Burns, Harriston, Ont.
11607. *Hurrah for British Soldiers*. Words and music by J. F. Davis. John F. Davis, Toronto.
11608. *Miss Walker You're a Corker*. Popular song and chorus. By Morris Manley. The R. S. Williams & Sons Co., Limited, Toronto.
11609. *Souvenir British - Boer War : The Empire's Commanders*. Album. Charles Joseph Mitchell, Charlottetown, P.E.I.
11610. *The Deering Album of World's Greatest Generals*. London Printing and Lithographing Co., Limited, London.
11611. *Sweetheart Sigh No More ! Song with violin or cello ad lib*. Words by Thomas Bailey Aldrich. Music by Frederic Field Bullard. Church Co., Cincinnati.
11612. *The Monk of the Mountain*. Words by Arthur Macy. Music by Frederic Field Bullard. Church Co., Cincinnati.
11613. *You Remind me Sweeting. Serenade*. Words by Richard Hovey. Music by Frederic Field Bullard. Church Co., Cincinnati.
11614. *The Master Christian. A Question of the Time*. By Marie Corelli. William Briggs, Toronto.
11615. *The New Primary Latin Book. For elementary and advanced classes in high schools, containing introductory lessons, authors and prose composition*. By Adam Carruthers, M.A., and J. C. Robertson, B.A. William Briggs, Toronto.
11616. *The New Primary Latin Book. Second part. Containing authors and prose composition*. By Adam Carruthers, M.A., and J. C. Robertson, B.A. William Briggs, Toronto.
11617. *That Most Persistent Beggar*. By a Commercial Traveler. The Packard Electric Co., Limited, St. Catharines, Ont.
11593. *Plan Showing Approximate Position of Mineral Claims on Britannia Mountain and South Valley, Howe Sound, British Columbia*. Francis Joseph Cleary and George C. L. Miller, Vancouver.
11594. *Two Nocturnes. For piano*. By Nathaniel Spady, Waterloo, Ont.
11595. *Patriotic and Other Poems*. Book. By George Munn, Toronto.
11596. *The Sport of Rajahs*. By Lieut.-Gen. R. S. S. Baden-Powell, F.R.G.S. Book. George N. Morang & Co., Limited, Toronto.
11597. *The Members of the Legislature of British Columbia*. Photo marked A. John Wallace Jones, Esquimalt Road, B.C.
11598. *The Members of the Legislature of British Columbia*. Photo marked B. John Wallace Jones, Esquimalt Road, B.C.
11599. *Latin Reader*. By J. Henderson, M.A., and J. Fletcher, M.A., L.L.D. The Copp, Clark Co., Limited, Toronto.

INTERIM COPYRIGHTS.

653. *The Sport of Rajahs*. By Lieut.-General R. S. S. Baden-Powell. Book. George N. Morang & Co., Limited, Toronto, August 10.

654. *Les Canadiens a Paris en 1900*. Book. Richard White, Montreal, August 17.

H. Harmen, Southampton, Ont., has made an improvement to the interior of his place of business. He has taken a room formerly used as a portion of his dwelling and fitted it up for a stock of wall paper. This give a great amount of extra space to the front shop and allows of a better showing of goods.

MOOSWA OF THE BOUNDARIES

By W. A. FRASER

Wilson gave this cut to the editor of the 1900

He put it in the magazine

Yours W.A. Fraser

IN the October number of THE CANADIAN MAGAZINE there will commence a series of animal tales by W. A. Fraser, whose short stories have been a feature of recent issues. Mr. Fraser studied the animal life of the Canadian North-West during five or six seasons. He has embodied his observations in a charming animal story in which Mooswa, the Moose; Umisk, the Beaver; Carcajou, the Wolverine; the Black Fox; the Red Widow; the Whiskey and others play the leading parts. New York and London critics believe this story is the best of its kind that has ever been produced, surpassing even the famous Jungle stories which made Mr. Kipling famous. THE CANADIAN MAGAZINE has been fortunate in obtaining the exclusive Canadian serial rights.



W. A. FRASER.

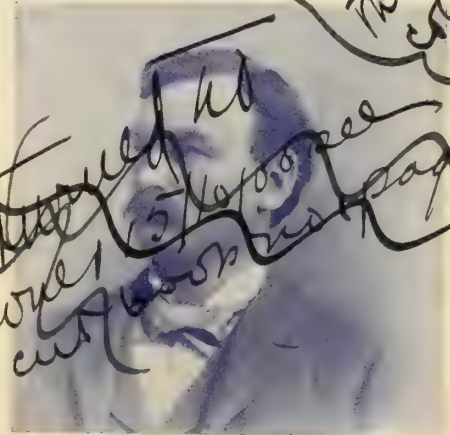
Every boy will want this story read to him ; and every father and mother will enjoy reading it to the family circle.

Each of the tales is independent in itself, but all deal with the same community of animals, who talk, joke, laugh and work together in a most interesting manner.

Nobody should miss this healthy tale.

OTHER FEATURES.

The October number will contain several other valuable contributions. **Principal Grant** will describe the industrial development of Northern Ontario about Sault Ste. Marie. **C. W. Nash**, author of several works on Canadian birds, will contribute an article on "Swans, Geese, and Marsh Ducks," the first of two articles on "The Wild Fowl of Ontario." **Professor Pelham Edgar** will analyze recent criticisms of Canadian poetry. **Arthur H. V. Colquhoun** will write of "Eight General Elections," and **M. E. Nichols** of the chances of the two great parties in the approaching general elections. **R. L. Richardson, M.P.**, will continue his articles on Government Ownership of Railways. There will be several short stories as usual.



R. L. RICHARDSON, M.P.

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TORONTO.

Wilson gave this cut to the editor of the 1900

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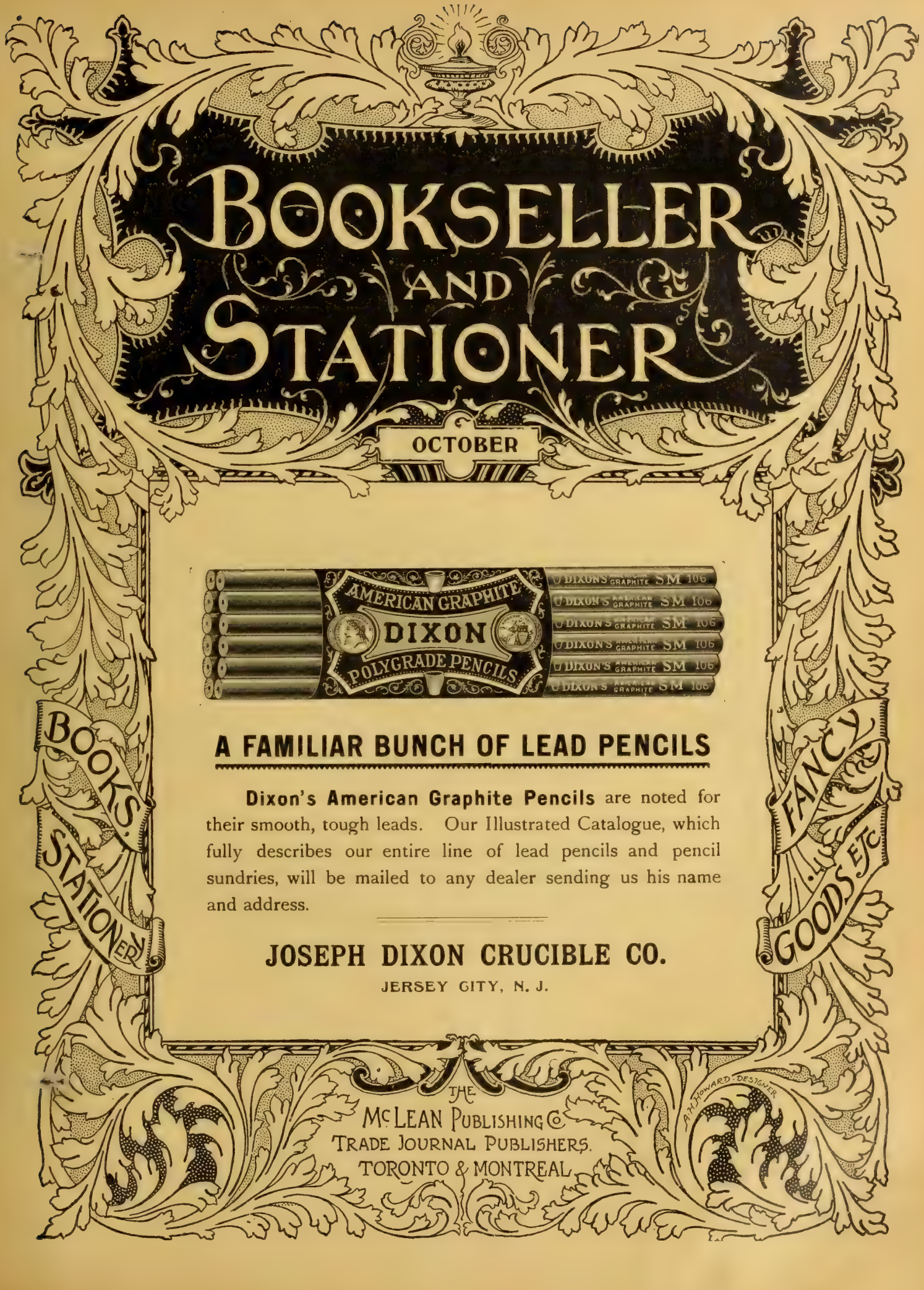
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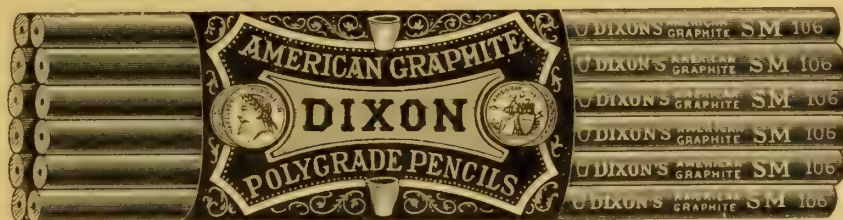
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BOOKSELLER AND STATIONER

OCTOBER



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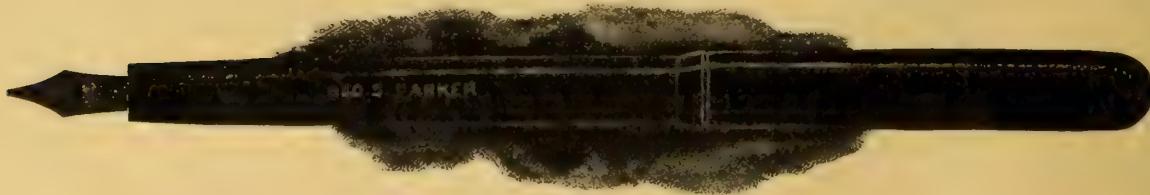
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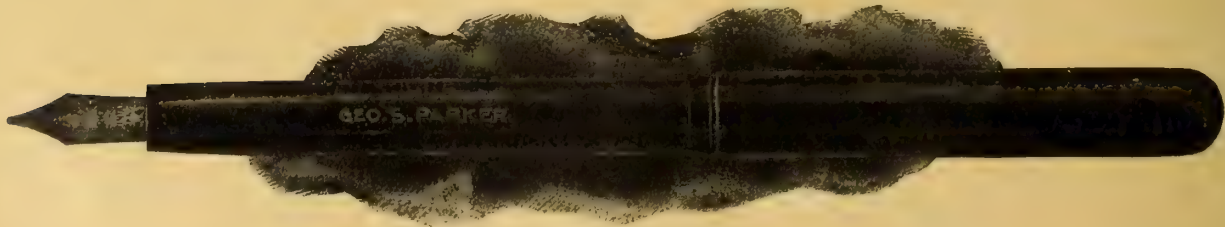
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READY OCTOBER 13.

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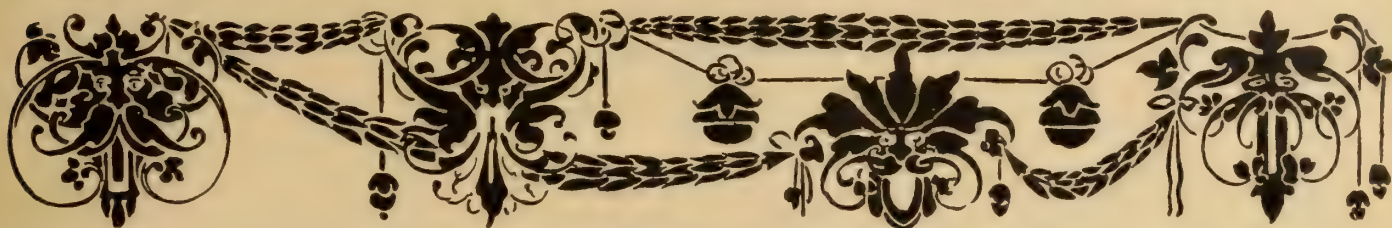
THE COPP, CLARK COMPANY,

PUBLISHERS,

Limited,

TORONTO.

The Bookseller and Stationer



Vol. XVI.

TORONTO AND MONTREAL, CANADA, OCTOBER, 1900.

No. 10.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

A highly interesting point in connection with copyright has arisen in the Toronto courts over the case of Henry Graves & Co., London, England, against George Gorrie, of Toronto, and a number of booksellers and stationers who have been selling

Copyrights
of Pictures.

a reproduction of the picture called "What we Have We'll Hold." Messrs. Graves claim to have a copyright of this picture and are asking that the sale of the Canadian reproduction be stopped, and are claiming damages for infringement of copyright. The defence of the dealers who are attacked is that the English Copyright Act applies in Canada to books and literary matter, but not to pictures or works of art. The case is to be decided by Mr. Justice Rose. The claim of the defendants, if allowed, would dispose of a very important principle in the copyright law. But it remains to be seen whether the English Copyright Act, which, it is contended, only applies the clause affecting pictures to Great Britain and Ireland (while in books it applies to

the whole Empire), is not supplemented in Canada by the Berne Convention. It is quite possible that the case may be carried to a higher court, and thus involve all parties concerned in costly litigation. The matter just shows how awkward it would be if all English publishers were to insist upon their copyright in Canada regarding both books and pictures.

* * *

Another phase of copyright, which our readers will note with interest, is the contention which has appeared in several daily papers affecting the new Canadian copyright law. In our last issue we gave a copy of the Act, and a very full discussion

of how its provisions affected the Canadian trade. The

Is the New Act in Force? writers in the daily papers referred to assert that the law is not in force until the Imperial authorities pass an Act embodying its provisions in their law. We do not claim to be legal experts, and therefore do not profess to give a legal opinion on this point. All we would say is that the Canadian Copyright Act of last session was passed unanimously by Parliament, and appears in the list of statutes which are now in force. It therefore seems to us that anybody, either in the publishing or bookselling business, who wants to steer clear of litigation would be well advised in avoiding any conflict with the new Act.

It is quite true that under our constitution the British authorities can disallow any Act of our Parliament within two years of its being passed. But this is a course which they rarely, if ever, follow, because it would involve them in continual conflict with the Canadian Government. Sometimes our Parliament passes a law which contains a clause that it shall not go into force until it is proclaimed by the Governor-General-in-Council. This was the case with the

Copyright Act of 1899. As the Imperial authorities never agreed to that Act it consequently never went into force.

But with the new Act we do not see any provision of that sort. Therefore it must be in force now, and the Customs authorities will doubtless proceed to interfere with the importation of books which have no right to come in. This, we admit, is not a legal opinion, but it is the kind of conclusion which any business man would be apt to reach, and for that reason we commend it to our readers.

* * *

There is at present some dissatisfaction felt by the retail book trade in the Province of Ontario regarding the recent changes in school books. Some dealers complain that they get no notice of the changes, and that when the new books appear their copies of

Ontario
School Book
Changes.

the old editions, being discarded, are bad stock. It is also a subject of complaint that publishers of these books are sometimes caught with large quantities of the older edition and these are consequently unsalable. Now, the policy of the Department of Education in this matter of changing text books is so largely a political question, which can only be settled in the political arena, that we do not see much use in touching upon it. The result of some inquiries made by us seems to warrant an opinion that in this matter the interests of both the wholesale and retail trade are practically identical. If the publishers could know that a new text book was coming out, they would never be caught with a large stock of the old one on hand. So, too, with the retail dealer. While his stocks may not be as large as those of the wholesaler, it is in proportion to the business he does just as serious a loss as it is for the wholesaler. Of course, he might avoid any serious loss by ordering in very small quantities. This,

perhaps, would be the best policy for the retailer to follow.

Then, as to the publisher withholding the knowledge of a new book coming out and not telling the dealer, we doubt if any wise publisher would pursue such a policy. One publishing firm inform us that any information they have regarding forthcoming text books the firm are always willing to let their customers know privately.

* *

Another point arises just here. If the bookseller knew that a new book was coming out shortly, would he care to dispose of his remaining stock to customers without telling them that they would soon have to discard what they have just bought? The real grievance in the whole subject of changes in text books is felt by the general public, that is, the parents who have to buy them. This, as we have said, is a political question, and the columns of a trade journal are not the best place in which to ventilate it.

It is contended that the recent changes in Ontario are not as extensive as they appear on the surface. For instance, it was said by one newspaper that 27 different changes were made during the past year. Five of these were drawing-books, which replace the old series of six, and it is asserted that the old ones are not discarded until they are finished. Then, as regards the Latin book, the new one combines in one volume what pupils would formerly have had to get in two volumes. As to the new arithmetic and geography, it is contended that the old ones were in force for a considerable number of years—in one case, 14 years—and that a new geography is, perhaps, more necessary than most other text books, because it requires to be brought down to date.

However, these are arguments in defence of the Department against the public, rather than as against the trade. Our interest, naturally, is from the trade standpoint, and we would like very much to hear from our readers in Ontario what they think the remedy ought to be. It is a large question. If any of our friends have thought it out, they might let the whole trade have the benefit of their conclusions. One curious incident is that, in a certain town in Ontario, report got out of a new text book, and the schools ceased to buy the old text book, so,

for a whole year, they were without one. This was certainly not satisfactory to the trade, and, if there is any good in a text book, we would suppose that it was not very satisfactory to the pupils.

* *

We notice in one or two daily newspapers complaints of the cost of school books to parents. This evidently points to the crusade in favor of the local boards buying the text books themselves and supplying them free to pupils. We regard this as entirely

The Fad of Free Books.

unjustifiable. It may be done in Toronto and one or two other places, but, at the same time, it is not fair. School boards have no right to go into the book business and deprive the regular trade of their custom.

There are other objections. The tendency to spread disease by a common use of books is a serious objection. Another point is that the introduction of the system of free books means that the parent who has already provided his children with books is to go on and bear the expense of providing other people's children for all time to come or as long as the unhappy taxpayer lives. Our advice to booksellers is to interview the editors of local papers and see that they are thoroughly informed on this matter before they allow themselves to advocate the fad of some school trustees who talk about free books.

* *

There is quite an interesting discussion going on in England about the decline in the price of novels. Formerly, the old three-volume novel at 32s. was the standard. Then they came down to one volume at 6s. Not content with that, we are getting the

The Novel Trade.

2s. 6d. book now, and some publishers issue a novel at 1s. in paper. This is hard on the publisher, on the author and on the bookseller alike. These novels go largely to the lending libraries. These libraries, of course, gain by having to pay a few shillings for what formerly cost them 32s. The new author gets a very small price for his first effort, and chances are that after a time only known names will be accepted by the publisher. Then the dealer will sell a great many more books, but, in the main, his profits are not so large and the cheapness of books leads to department stores handling

them. The immense army of cheap books furnishes plenty of material for a department store counter, and the man in charge of it may sell standard literature as he would sell raw tomatoes. In this way, book-selling degenerates, and the tendency is to force out the old, experienced, well-informed men who were once the comfort and the friend of the book-buyer. What the end is to be no one can say. The English publishers in making it necessary to sell books "net" are taking one step towards improving the condition of affairs.

PUBLISHERS HAVE WOES.

John Murray, the famous London publisher, in a letter to *The Times*, states a grievance of the trade:

Of every book brought out in the United Kingdom the publishers have to give away five copies—one to the British Museum and one to each of the four universities.

Five copies, it is said, are a trifle. "This is true of a good deal of the trash which annually appears under the general heading of 'books,'" says Mr. Murray, "but when it is a matter of atlases, encyclopædias and other books which have cost thousands of pounds to produce the case is very different.

"To give away five copies of, say, a 12-guinea atlas, as I have had to do, or of a 'Dictionary of National Biography,' in some 54 volumes, as Smith & Elder have had to do, is a tax which we feel and resent."

The House of Lords Committee on copyright propose to confirm this and to add a new hardship. Hitherto the books for the universities have been delivered at Stationers' Hall, in London. Now it is proposed that they shall be sent direct to the universities at the expense of the publisher!

FOR HOLIDAY TRADE.

One of the best-kept book and stationery stores in the country is that of The Bain Book and Stationery Co.

A gentleman just returned from a trip, during which he called on many of the leading stores in this line in England and the New England States, declares that he had not seen a prettier laid out store or better-kept stock in all his travels.

The Bain Company are making preparations for a most elaborate display of Christmas calendars and novelties in cards, pictures, etc., for the holiday season. As usual, they intend to devote the entire space of the art gallery at the back of their store to the above display. The room will be handsomely decorated with curtains, electric lighting, lamps, etc.

A large holiday trade is done in this room alone, not interfering at all with the rest of the store.

BOOKS AND PERIODICALS.

BOOK NOTES.

GILBERT PARKER has been elected M.P. for Gravesend in the British Parliament, defeating Mr. Harmsworth, of Harmsworth's Magazine. Wins'on Churchill has been elected M.P. for Oldham (winning the seat). Sir George Newnes, of The Strand Magazine, has captured Swansea, a Welsh seat, for the Liberals. These facts are all of trade importance in connection with the books and publications of these gentlemen.

* * *

The eleventh number of the Canadian history series has been issued by Mr. G. U. Hay, of The Educational Review, St. John, N.B. It contains six short historical papers by competent writers on various phases and episodes of Canadian history. The whole series (12 numbers) sells for \$1, and teachers, collectors of Canadiana, and students will like to have it.

* * *

Frank R. Fairweather, of St. John, has just published a work on fire insurance. It is of special interest to the Maritime Provinces, and contains a digest of all legal cases that have arisen in those Provinces. Probably insurance men in other Provinces, as well as lawyers, will wish to have it.

* * *

The new edition of Krausse's comprehensive volume on China, called "China in Decay," is a remarkably attractive book for \$1 retailing. It is well illustrated, has large type, and has a yellow cloth cover. I noticed the book in stock at The Copp, Clark Co's.

* * *

Geo. J. McLeod, publisher, Toronto, is getting out a Canadian edition of "The Cardinal's Snuff Box," at present one of the best selling books in the United States.

* * *

THE COPP, CLARK CO'S LIST.

TOMMY AND GRIZEL.—The Copp, Clark Company present a striking list of new Fall books. The first to appear is Barrie's "Tommy and Grizel," on October 13, and the many who grew to love those two quaint children in the author's former book will be greatly interested in following their later lives. It is a modern masterpiece in character study; in fact, for originality and quiet humor, there is nothing just like it in recent fiction. There is every probability of its sales exceeding 100,000—the present record of "Sentimental Tommy."

DR. NORTH AND HIS FRIENDS.—By Dr. S. Weir Mitchell. One must have lived long and been born with keen faculties of observation to have laid by such stores of knowledge as the author of "Hugh Wynne" spreads before his readers in this work.

RICHARD YEA AND NAY.—Is the title of Maurice Hewlett's new novel. This author is, perhaps, best known through his delightful story "The Forest Lovers," but critics who have seen the advance sheets are now saying that this latest book possesses even greater charm. Richard Coeur de Leon is the hero, and his character is in keeping with the peculiar vivacity of Mr. Hewlett's style.

THE CRISIS.—Winston Churchill is putting forth another book, "The Crisis." Over 350,000 copies of "Richard Carvel" have already gone abroad through the land to make the author famous, and an equal number of people will eagerly await the author's latest novel. "Richard Carvel" has been recently put to the test as a play, and The New York Times speaks editorially of "the immediate and great popularity of the dramatic version." In "Richard Carvel," Winston Churchill treated of the origin and character of the Cavalier, and having contrasted in this book the London and Colonial societies, the author takes up in "The Crisis" the Cavalier's history nearly 100 years later. About the time of the English Civil War, two great tides of emigration set in. The Puritans made a home for themselves in New England, and the Cavaliers in Maryland, Virginia, and the South. Late in the eighteenth century the tides of emigration swept westward again, still in two separate streams, the Puritans over the plain states of Ohio, Indiana and Illinois; and the Cavaliers across the Blue Ridge mountains into Kentucky and Tennessee. About 200 years after Naseby and Marston Moor, the two branches of the Anglo-Saxon race clashed in the middle west. St. Louis was, perhaps, the most typical place of collision. The scene of "The Crisis" is laid chiefly in St. Louis. Such historical characters as Lincoln, Grant and Sherman are dealt with, and a pretty love story makes the plot doubly interesting. There will be a number of telling illustrations by Maxfield Parrish.

WANTED: A MATCHMAKER.—The mere announcement that the author of "Janice Meredith" has another book in store for us is sufficient to cause an excitement in the book world. Paul Leicester Ford has

written his new story with a view to the direct interests of Christmas, 1900, and the illustrations by H. C. Christy, are excellent. These two facts should make "Wanted: A Matchmaker" a brisk Christmas seller.

MRS. STEEL'S NEW BOOK.—Mrs. Flora Annie Steel, author of "On the Face of the Waters," is soon to publish a new work, "The Hosts of the Lord." This is an unusually brilliant piece of fiction, blending romance and tragedy with the daily life of the natives of India and their English masters. The story is of wide interest, but, it is her forceful truth after all which makes Mrs. Steel the impressive novelist she is. Here we have her masterpiece, not excepting "On the Face of the Waters."

IN THE PALACE OF THE KING.—A court romance is always interesting, but the romance of a Spanish Court, picturesquely so. Here, "In the Palace of the King," Marion Crawford has woven a story of the Spanish Court in the height of its magnificence, in the brilliant, prosperous times of King Philip II. The hero is the famous Don Juan of Austria, son of the Emperor Charles V., who won back Granada a second time from the Moors. It is a story of plot and counterplot, of fighting with not only hand, but brain, a story of the sort that Mr. Crawford tells as no other living writer of prose romance can, full of color, intense vitality, and vivid action. The heroine is Dolores de Mendoza, a high-spirited and beautiful young woman who lived her life amid most romantic surroundings.

NEIL MUNRO'S LATEST.—"Doom Castle" is a new novel by Neil Munro. The mere announcement of another work from the author of "John Splendid" and "Gilian, the Dreamer," gives us everything to hope for. The story is a Scottish one and is said to have the same fascination as Mr. Munro's former books.

PATROON VAN VOLKENBERG.—A tale of old Manhattan in the year 1699, by Henry Thew Stephenson. Beautiful illustrations in color by C. M. Relyea. The action of the story begins with the landing of one Michael Le Bourse at Long Island, his blowing the conch for the New York ferryman, and starting for the little city of less than 5,000 inhabitants. The conflict between the law-abiding citizens of New York, led by the Governor, Earl Bellamont, and the merchants, headed by Patroon Van Volkenberg, is at its height. The Governor has forbidden the port to the free-traders on pirate ships, which infested the Atlantic, and sailed boldly under their own flag; while the patroon and his merchant colleagues not only traded openly with the buccaneers, but owned and managed such illicit craft. Patroon Van Volkenberg is a character worth portraying. Rough, unscrupulous,

BOOKS AND PERIODICALS—Continued.

enamoured of power, he sails high-handed through the story like one of his own lawless buccaneers. He schemes, murders and perjures himself; and, at the same time, he stands fearless and unashamed before his judges, convincing them that, in the truer implications of his being, he is a gentleman. He faces the consequences of his plottings without a shadow of trembling, and he finely dies the death of a hero, desperate, bold, dominating and powerful to the end. The atmosphere of the tale is fresh in fiction, the plot is stirring and well knit, and the author is possessed of the ability to write forceful, fragrant English.

IAN HAMILTON'S MARCH.—By Lieut. Winston Spencer Churchill, M.P. Mr. Churchill's latest work is a series of letters reprinted from *The Morning Post*, with a number previously unpublished, and the diary of an officer formerly prisoner of war at Pretoria. This diary promises some interesting revelations. The book contains a portrait of General Hamilton, also colored maps and plans of battle.

THE HOUSE OF EGREMONT.—This is the most important and largest piece of fiction that Miss Seawell has yet done. It is a romance of the 20th century, dealing with the friends of the exiled Stuarts, and is full of adventure. It is a time to which Miss Seawell has given special study, and which always exerts a great fascination.

HUGH WYNNE.—By Dr. S. Weir Mitchell. This is the book of which Henry Clay Carrel said: "From cover to cover, 'Hugh Wynne' is an artistic production, from the heart and soul of a man who has lived and seen and suffered with those who suffer." A handsome new one-volume edition will soon be issued, with some notable illustrations by Howard Pyle.

THE OLD GENTLEMAN OF THE BLACK STOCK.—By Thomas Nelson Page. This is the author's most highly praised story, and promises to be even more popular than "Santa Claus's Partner," the sales of which have reached 25,000. A particularly fine edition is being prepared, with beautiful illustrations in color by Howard Chandler Christy. The old gentleman and his black stock will figure prominently during the Christmas book sales.

THE CHINESE PROBLEM.—By Chester Holcombe, author of "The Real Chinaman." Mr. Holcombe was connected with the United States Legation at Peking, China, as interpreter and secretary and in other capacities, from 1871 to 1885, and since that time he has been concerned with extensive commercial and financial questions in that country. In his new book, he deals with the peculiar character and con-

ditions of the Chinese which have produced the present uprising. These people are devoted to all sorts of secret societies for social, political, philanthropic and other purposes, and every uprising or disturbance in modern China has been brought about by such an organization. The Chinese are quiet and orderly, as a rule, yet given to perfect cyclones of unexplainable excitement, when they are wild with frenzy and know neither reason nor fear.

CHILDREN OF THE RESURRECTION.—By the Rev. John Watson, author of "Beside the Bonnie Brier Bush," etc. This is a thoughtful book of consolation by Ian MacLaren, the well-known author. It completes a trilogy of books of meditation appro-



priate to Holy Week. The first was the "Upper Room," now in its thirtieth thousand, and perhaps the most widely read of Dr. Watson's religious books. The second was "The Companions of the Sorrowful Way," while the present volume forms the third of the series.

Several other books which are sure to sell well are "Heronford," by S. R. Keightley; "The Grand Mademoiselle," by James Eugene Farmer; "Coffee and Repartee and the Idiot," by John Kendrick Bangs, and "Stories of the Maple Land," by Katherine A. Young. The last-named is a collection of tales of the early days in Canada. The Copp, Clark Co., are issuing a fine new edition in fancy white binding at

50c., well illustrated and most suitable as a Christmas gift for children.

MR. GILBERT PARKER'S NEW BOOK.—This is to come out with the title of

"The Lane that has No Turning," instead of "Born with a Golden Spoon," the title that has been talked of in connection with it. The question of titles for novels has reached an acute stage, now that every day sees the product of a score or two either on this or the other side of the Atlantic. One cannot wonder at some speculation and consideration being necessary before the proper designation is at last decided on. Our opinion is certainly adverse to the too common practice of giving a book one name in England and another in America. Such a method is apt to lead to confusion, and will, undoubtedly, puzzle the bibliophile of future days, though, to judge from our experience, it may be this gentleman of the coming centuries will find some amusement in collecting as many copies of one book as he can under varying titles. If a book may have one name in England and another in America, why may it not have a fresh title in Cape Colony, in India and in Australia, not to mention a few other places now colored red on the map of the Empire? However, we may be sure that "The Lane that has No Turning" will be well worth reading, and have a large sale in Gilbert Parker's native country. We understand that this is the last work in which Dr. Parker takes as the groundwork of his novel the attractive scenario and range of characters to be found in the romantic period of the history of Quebec. For the future he will seek other fields, and, no doubt, his new political experience and his life in England will afford him plenty of material. As rounding off his series of Quebec novels, "The Lane that has No Turning" must necessarily be added to many collections of his works.

COLONEL DENISON'S BOOK.—Colonel Denison's "Soldiering in Canada" has been selling very successfully since its publication, and will, no doubt, continue to be a leading line with all progressive booksellers. The press of Canada from one end of the country to the other has been most emphatic in its encomiums, and by several of our best journals it has been pronounced without question the leading book of the year. It goes without saying that a book so outspoken—and, may we say, audacious?—will be sure to create a large amount of discussion. All this, however, will only help to sell a book which has already made good its claim as a sterling contribution to Canadian literature. It is understood that the

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OUR OCTOBER BOOK LIST.

Apostolic Teaching and Christ's Teaching.

By Rev. Robert J. Drummond, B.D., Lothian Road Church, Edinburgh, being the Kerr Scholarship Lectures for 1900. Uniform size with others of series. Cloth, \$3.25.

Buddha and Buddhism.

By Arthur Lillie, author of "Buddhism in Christendom," etc. Fourth of the T. and T. Clark series of "The World's Epoch Makers." Cloth, \$1.00.

The Messages of the Bible.

Edited by Prof. Frank K. Sanders, Ph.D., and Prof. Chas. F. Kent, Ph.D. Four volumes issued, including "The Earlier Prophets," "The Later Prophets," "The Apostles," and "Paul." Cloth, \$1.25.

The Wedding Day,

in Literature and Art. A collection from famous writers, by C. F. Carter. Richly illustrated in half-tones. Cloth, gilt, \$2.00.

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as seen and described by great writers. By Esther Singleton, author of "Great Pictures," "Turrets, Towers and Temples," etc. With many fine illustrations. Cloth, \$2.00.

Three Little Maids.

By Ethel Turner. Will be the most popular child's story of the season. Cloth, \$1.25.

Canadian Wild Life Calendar for 1901.

The finest art calendar ever issued in Canada. Six plates and heavy etched cover, from original drawings by famous Canadian artists. Size, 14 x 21 inches. Printed in colors, in cardboard box, \$1.00.

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The Publishers' Syndicate, Limited,

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work is attracting almost as much attention in England as here, and its refreshing onslaught on military red-tapeism has called forth many expressions of approval. In several important centres the trade have taken the advantage this book affords of opening up a market, hitherto unexplored, among militiamen, and we understand the result has been highly pleasing to those booksellers alert enough to bestow a little care on the proper working up of this stratum of trade.

MR. CROCKETT'S LATEST.—A book that will be brought out in the immediate future that will excite considerable interest in Canada will be S. R. Crockett's "The Stickit Minister's Wooing." Mr. Crockett first captivated his public with his "Stickit Minister" volume seven years ago. Since then he has shown his power in many different ways, but in the minds of many this vein of quietly pathetic and humorous short stories shows him at his best. The forthcoming volume will contain a rich collection of Crockett's best in this line, and the titles of them are so tempting that we are sure the book cannot fail to be at once popular. It will be brought out at \$1.50 in cloth and 75c. in paper.

POEMS.—"Lullaby Land: Songs of Childhood," by Eugene Field, will be issued

immediately by Morang & Co. It is a most beautifully gotten up collection of some of Eugene Field's delightful child's poems. The illustrations are in the light style of art, and the paper and typography most excellent. It is, altogether, a charming book, and at the very moderate price of \$1 should be a rapid seller.

Sidney Lanier is not enough known here as an artist in poetry, and, though the initiated know how valuable is his volume, "The Science of English Verse," there are thousands of tolerably well-informed people who have never read a line of his work. Morang & Co. have just issued under the title, "Select Poems of Sidney Lanier," a beautiful little book which will be welcomed by all scholars and intelligent people. It is edited by Morgan Callaway, jr., Ph. D., and the price is 75c.

CANADIAN CALENDAR FOR 1901.—This house has also issued a striking poster (a cut of which we give) of "1901," the calendar of the Toronto Art League, indicating in a most artistic way the scope of this very choice annual. As an artistic production this is by long odds the best that the Art League has produced, the various scenes of Canadian village life which form the basis of the publication being exceedingly well rendered. As a

Canadian souvenir to send to distant friends the calendar is, considering the low price of 35c., without a parallel, and, as it is put up in a convenient form for mailing, there is no need to wonder at its increasing popularity. The cover, which is a beautiful design in three colors, is by R. Weir Crouch, formerly of Toronto, and now one of the most eminent designers in the city of New York.

OTHER BOOKS.—"The Farringdons" is making good its promise of being a steady seller, and a third Canadian edition is now being prepared. This is one of the books that advertises itself.

Another book of this kind is "The Life of Parkman," which we introduced to the notice of our readers last month. As a book of biography this is decidedly the most important that has of late been published. Singular in many respects, a man standing apart from the crowd, with a strength of will and a virile self-command that carried him through much that was adverse, Parkman is a unique figure. Mr. Farnham's "Life" of him is a fine piece of work, and it should be added to the libraries of all acquainted with the writings of the great historian. The price in cloth, with two fine portraits, is \$2.50.

BOOKS AND PERIODICALS—Continued.

THE W. J. GAGE & CO.'S LIST. This firm are issuing a strong list of books in their announcement for the Fall trade, which will be found timely and attractive. A few are here selected for brief notice.

LORD JIM—Is a stirring story of the sea by Joseph Conrad, who is now generally placed by the critics at the head of those whose narratives "go down to the sea in ships." It will be published this month, and is a story of a high-spirited young fellow who took to seafaring with a dream of the coming day when a great emergency should arise. In due time he met it face to face; the crucial moment arrived, and the effect on the young seaman is portrayed in a most unusual and striking fashion. Conrad is a past-master in the art of presenting the mystery and fascination of the sea, and he is no less skilful in depicting the subtle variations of human nature and human emotion.

THE MANTLE OF ELIJAH—To be issued in November, is a remarkable new novel by Israel Zangwill, written on lines rather different from any of his former works. He is always replete with vigor, as might be expected from his career as teacher, journalist, novelist, lecturer and poet. This story contains some well-managed climaxes, and will, no doubt, be dramatized later on. The heroine is well-born and charming, the daughter of an English statesman, and marries a politician. There are numerous situations in the course of the story full of life and charm.

STRINGTOWN ON THE PIKE.—Who is John Uri Lloyd? has often been asked since his "Stringtown on the Pike" appeared as a serial in the early months of this year. He is a professor in a Cincinnati college, and author of a scientific romance called "The End of Earth," which ran through twelve editions of 10,000 to 12,000 each, and created great discussion in speculative circles. "Stringtown on the Pike" reveals a Kentucky village in an obscure corner of the land. The old villagers are evidently drawn to the life, and the Judge, the Professor, the Colonel, etc., have perfect individuality and distinctness. The red-haired boy will not easily be forgotten; Old Cupe, the last scion of an African king, is himself every inch a king, proud, kindly, dignified. He is a unique creation, and marks this author as a master hand in the creation of his characters.

FOOTSTEPS OF A THRONE—By Max Pemberton, author of "Kronstadt," and many other well-known novels, is another capital addition to the Fall list. His experience in writing miscellaneous stories for *The Standard*, *Chambers' Journal*, *The Illustrated London News* and other popular

papers and magazines has given Mr. Pemberton a world-wide reputation, and here we have the mature work of a writer whose first novel was issued in 1891.

A KING'S PAWN—By Hamilton Drummond, will be published at once. It is a story of the times of the famous Henri of Navarre, the Huguenot leader of France. The narrative is full of the breathless excitement and thrilling fascination that only a powerful historical novel can excite.

EDEN PHILLPOTTS' SONS OF THE MORNING, was published in September, and is already a pronounced success. Honor Endicott is "as pure as water and as good as bread," and her painful dilemma brings out the sweetness and romance in her character. Mark, her blind uncle, has a clear head, a strong will, and, moreover, possesses a rare wisdom. He is a sort of subordinate Providence, to whom everybody comes for advice and really gets the very best. The Summer weather, the sea air, the delightful stretches of scenery, the villagers' love-making, and the rare humor of the book, show that Phillpotts is the undisputed successor of Blackmore and Stevenson.

A DAUGHTER OF WITCHES, noticed last month, is now ready. The scene lies in New England, and throughout the pages we find New England character and dialect. The clever gossip and animated dialogue are very entertaining, but the greatest interest lies in the life-like sketches of people and places, and they are real, live people who have "a way of saying things" that one can hardly forget. The queenly Vashti, with her jealousy; sweet, honest Mabella, and the incisive Temperance make a group of well contrasted characters of great artistic interest. This book brings to the front another very clever Canadian who is winning laurels in the Old Land.

MU-MON-KWAN is the Japanese for *The Gateless Barrier*, the title of a novel that touches on the supernatural. It is a very charming ghost, indeed, and one that can be explained away. Questions are suggested on the dim borderland of life, but there is no attempt at weary explanation. Laurence's young American wife in the historic English mansion is very well taken, and that remorseless materialist, old Mr. Rivers, talks so well that we can understand easily enough that Mary Harrison (Lucas Malet) has inherited the literary instinct from her father, the famous Charles Kingsley. The fine art collections; the rich, elegant interiors; the glimpses of lovely scenery are restful, and the rose-clad phantom is truly a very companionable ghost that one likes to talk to. The book is bound to be a favorite.

WINEFRED, by S. Baring Gould is semi-

historical. The heroine is a charming Devon lassie, the daughter of a fine gentleman of the time of the Regency in England. It is full of incident and character—Jane Marley, Mrs. Tomkyn-Jones, the old smuggler and his son. Every page is alive with sprightly conversation. Mr. Baring-Gould has never written in a better vein, and he always writes well.

THE GIRL AT THE HALFWAY HOUSE is the title of a refreshing book that everybody is reading and all live booksellers are selling nowadays, when the life on the Western plains is so utterly different from that of the times when the buffalo and the prairie schooner moved across the horizon. All the light and shadow of those pioneer days have, however, been caught and preserved in Mr. Hough's "Girl at the Halfway House." The early Western life is finely depicted and the aroma of the prairies surrounds a charming love interest.

THE TWIN NOVEL is one of the special products of the century closing and the latest contribution is "Robert Orange," the sequel of "A School for Saints." Both books take us into the heart of society and exhibit admirably the microcosm of fashion. It is partly comedy, partly tragedy, alive with keen observation and good-natured cynicism.

The Publishers' Syndicate, 7 and 9 King street east, Toronto, have instituted a departure in the Canadian book business by carrying a range of exceptionally high-class editions, such as are not usually to be found outside of London, Edinburgh, Boston or New York. These include a number of famous works, finely made and of exquisite finish. For presentation or gift purposes they are specially appropriate, and it is well to know that booksellers all over Canada have now a ready source of supply for all such sets of books.

THEOLOGICAL WORKS.—The past month has been notable for the issuing of several volumes of great interest to theologians and theological students. The Publishers' Syndicate, Limited, who are agents for T. & T. Clark, of Edinburgh, have just received the volume of "Kerr Scholarship Lectures for 1900," by Rev. Robert J. Drummond, D.B., Lothian Road church, Edinburgh. This series is always looked for with interest, and the present volume, which is uniform in size with the former books of the same series, will be widely received. The volume, in cloth, is listed at \$3.25.

Another interesting work which is just to hand is "Buddha and Buddhism," by Arthur Lillie, author of "Buddhism in Christendom," etc. This is the fourth of

TO BE
Published
This Fall.

Lord Jim

By Joseph Conrad.

Cloth, \$1.25. Paper, 75c.

A fine presentation of the mystery and fascination of the sea. A story of the vast Pacific wherein a splendid young seaman meets a great emergency and triumphs at the critical moment. The mantle of Stevenson has fallen on Joseph Conrad.

The Mantle of Elijah

By Israel Zangwill.

Cloth, \$1.50. Paper, 75c.

The heroine is the daughter of an English statesman. The charming girl develops into a remarkable woman. Her politician husband and her poetic friend. The situations are full of life and motion, and the story is vigorous and the book is quite up to the author's old-time force and energy.

Stringtown on the Pike

By John Uri Lloyd.

Cloth, \$1.25. Paper, 75c.

The author's "Etedorpha" ran through ten or twelve editions of as many thousands each. This story ran as a serial in *The Bookman* during 1900. The scene is in Kentucky. The characters are well drawn. "The Red Haired Boy" and "Old Cupe" are particularly good.

A King's Pawn

By Hamilton Drummond.

Cloth, \$1.25. Paper, 75c.

This volume tells a rattling story of the times of King Henry of Navarre. That memorable period with its rush of history supplies stirring incidents, sudden surprises and unexpected turns. The dialogue is well done and chains the attention.

Popular Books Now Leading

The Sons of the Morning

By Eden Phillpotts.

Cloth, \$1.50. Paper, 75c.

R. D. Blackmore bestowed unstinted praise on the author's work, and critics name him as the natural successor of R. D. Blackmore. The *Gentlewoman* says: "He is really a story writer who may rank with Hardy or even with George Eliott." The *Saturday Review* declares this "a novel that stands head and shoulders above the rank of novels."

A Daughter of Witches

By Joanna E. Wood.

Cloth, \$1.00. Paper, 50c.

A Clever Book by a Clever Canadian.

The Academy for September says of this book: "The story develops very definite types of character and grows more tragic as it proceeds. There is a highly-wrought situation in the chapel. Plenty of lively gossip and clever dialogue throughout."

The Gateless Barrier

By Lucas Malet.

(Charles Kingsley's second daughter.)

Cloth, \$1.25. Paper, 75c.

"This book is one of the best products of modern fiction."—*Toronto Star*. The *Athenaeum* says: "The phantom of the rose-clad lady rises like a dream and holds our interest and attention."

Footsteps of a Throne

By Max Pemberton.

Cloth, \$1.25. Paper, 75c.

Mr. Pemberton is editor of *Cassell's Magazine*, and well-known as a popular writer of stories in *Chambers's Journal*, etc. His first work "The Diary of a Scoundrel" was well received, and there is no doubt the present tale will attract many readers.

Robert Orange

By John Oliver Hobbes. (Mrs. Craigie)

Cloth, \$1.25. Paper, 75c.

This book has excited great discussion in many quarters. The *Standard* says: "It is a remarkable book," and the *Pall Mall Gazette* says: "Its comedy is alive with brilliant observation of character." Critics have become partisans in attacking and defending Mrs. Craigie's clever book.

In Constant
Demand.

The Girl at the Half-way House

By E. Hough.

Cloth, \$1.25. Paper, 75c.

This has been called an American epic, and the fight between the gigantic Mexican and the Indian Chief is almost Homeric. "It is a book of exceptional vitality," says *The Commercial Advertiser*. "Fresh, breezy and inspiring," says *The Toronto Globe*.

Deacon Bradbury

By E. A. Dix.

Cloth, \$1.25.

The title gives a hint of the character of the book. A man of iron will and inflexible integrity. The photographic picture of New England life is relieved by humorous interludes that throw its salient features into high relief—particularly the spiritual conflict.

Winefred (Illustrated)

By S. Baring-Gould.

Cloth, \$1.25. Paper, 75c.

"Winnie is one of the charming Devonshire lasses who are so winsome in fiction and fact."—*Athenaeum*. The *Glasgow Herald* remarks: "There is always this certainty about anything from the pen of Mr. Baring-Gould—that it will be worth reading."

The Mandarin

(Illustrated)

By Carleton Dawe.

Cloth, \$1.00. Paper, 50c.

"One hears a good deal of Chinese riots on foreign missions, but it remained for this author to work them into an exceedingly clever story."—*Vancouver World*. "It is a spicy tale of adventures in China."—*Hamilton Times*.

LIBERAL DISCOUNTS TO THE TRADE.

W. J. GAGE & CO., Limited, Publishers, TORONTO

BOOKS AND PERIODICALS—Continued.

T. & T. Clark's series of "World's Epoch-Makers," and is even more fascinating in its interest than those which have gone before it. The series, as a whole, is up to the high standard set by the Messrs. Clark, and is taking rank as among the foremost works of their kind published in recent years. The volumes are listed at \$1 each, and may be had singly or otherwise from The Publishers' Syndicate.

"The Messages of the Bible," edited by Sanders and Kent, is another religious series that is attracting notice from the press. These books also are handled in Canada by The Publishers' Syndicate, Toronto. They are commentaries of much value to Bible students, and are most complete and clear in form. Three of the volumes are already issued, including the messages of the Prophets and those of Paul. The books are listed at \$1.25, and are now in hand.

THE POET LUREATE'S POEMS.—The Publishers' Syndicate have also just received the latest volume of poems by Alfred Austin, poet laureate. It is entitled "Songs of England," and includes all of Mr. Austin's recent and patriotic poems. The neat little book is sold at 35 cents, and forms a very attractive volume.

A WEDDING SOUVENIR.—One of the most charming books recently issued is just now out, from the office of The Publishers' Syndicate, Limited. It is entitled "The Wedding day in Literature and Art," and is a collection of the best descriptions of weddings from the works of the world's leading novelists and poets, compiled by C. F. Carter. The book is handsomely bound, and is richly illustrated with reproductions in half-tone of famous paintings appropriate to the text. It forms a charming volume of reading, and is especially appropriate for gift purposes. Its price is \$2.

A LONGFELLOW BOOK.—The nature poems of Longfellow have been gathered together in one volume, which is now being handled in Canada by The Publishers' Syndicate, Limited. It is one of the most delightful books of its kind ever placed on this market, almost every page being broken up by half-tone pictures illustrative of the text. No effort seems to have been spared to make an elaborate and pleasing production, and the result is fully up to what was aimed at. The price of the volume in gilt cloth is \$2.25.

Booksellers would do well to send for an illustrated circular and prices of the "Canadian Wild Life Calendar," now being issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto. It is a production of remarkable merit, and will rival the finest art calendars of the

coming year, besides being original in conception and Canadian sentiment. It will sell at \$1.

Ethel Turner, the most popular children's writer in England, has just written a new book entitled "Three Little Maids," which is being published in Canada by The Publishers' Syndicate, Limited. It is up to her usual high standard, and very amusing in its narrative.

WILLIAM BRIGGS' LIST. Of late an extraordinary number of strong historical novels have been written, having their scenes laid in the period of the American Revolution. The latest explorer in this interesting field is Mr. Maurice Thompson, of The New York Independent, who has already made successful essays in the field of fiction. Mr. Thompson's present story, which not only is his best, but in all likelihood will be regarded as the best of all the American historical tales of recent years, is entitled "Alice of Vincennes." The plot centres in the post at Vincennes in the valley of the Wabash. The story is picturesque, tragic, romantic, and full of dramatic action. The characters are splendidly drawn; Uncle Jason, the grizzled veteran scout, and Long Hair, the Indian chief, are figures which might have slipped out of Fennimore Cooper's pages. The heroine, Alice Rousillon, will be considered one of the best creations of American fiction. The trade will make no mistake in stocking large in "Alice of Vincennes."

CANADIAN POETRY.—Mrs. T. Sterry Hunt, of Montreal, known in literary circles by her pseudonym of "Canadienne," and a writer of graceful verse, has a volume of poems in course of publication, entitled "In Bohemia and Other Studies for Poems."

Mr. J. Stuart Thomson, one of the gifted band of Canadian poets who have gone to reside in the United States, has prepared material for another volume of verse, entitled "A Day's Song." This will be published early in November. Mr. Thomson's previous venture, "Estabelle," came in for high praise from the critics. The Chap-Book remarked of it: "A verse of pleasant flavor, old-fashioned and classical now and again. * * * It has been noted recently that the physical features of the Dominion of Canada have given strength to the voices of her children who sing; here it is to be noted that the lovely evanescence of the northern Spring has given delicacy as well." The Edinburgh Scotsman declares his poems as "all characterized by a rich sensuousness of fancy akin to that of Keats."

POPULAR NOVELS.—Marie Corelli's new story, "The Master Christian," is having

an extraordinary sale in Canada. The first edition of 5,000 copies was followed, 10 days later, by another of the same number. The book will far exceed in popular sale any of the author's previous novels.

The Canadian edition of Amelia E. Barr's latest story, "The Maid of Maiden Lane," a sequel to "A Bow of Orange Ribbon," is a handsomely-illustrated volume, selling at \$1.50.

MR. FRASER'S ANIMAL STORIES.—W. Fraser has done a masterly thing in his first venture at a continued story. "Mooswa of the Boundaries," now running as a serial in The Canadian Magazine, is creating wide interest. Author and illustrator (Mr. Arthur Heming) have cooperated in making this story of the woods and their denizens a book of imaginative interest and romantic realism. Each knows the Canadian wilderness with the thoroughness of long familiarity, and together they have vividly portrayed the world of the trackless northern forest. Carcajou, the wolverine; Mooswa, the moose; Muskwa, the bear; Black Fox, the king, and the various other fur-bearing animals are the dramatis personæ of a fascinating story which depicts animal life from the inside. It is a story that will fascinate young and old alike, a distinct achievement in Canadian literature.

IN PRESS

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The Book of the Year.

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"No book of the season has better earned its popularity than 'Eben Holden,' and none seems more likely to hold it."—Boston Transcript.

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"It really contains some of the most exquisite touches I have read in any book."—James A. Herne, the dramatist.

THE POOLE PUBLISHING CO.,
30 Front St. West, Toronto.

The prize of the American market has fallen to Chas. Scribner's Sons. The Canadian edition will be sold at \$1.50.

THE AUTHOR OF "ROBERT ELSMERE."
—Mrs. Humphrey Ward's new and greatest novel, "Eleanor," will be ready about October 20. Since the beginning of its appearance as a serial in Harper's Magazine, it has received the most enthusiastic praise from the critics of both this country and England. No serial, with the possible exception of "Trilby," has ever aroused so great an interest among the readers of the magazine. It is a love story of an entirely new sort, and is unquestionably Mrs. Ward's greatest work. "Eleanor" will be published in two editions—in one volume at 75c. in paper and \$1.25 in cloth, and in two volumes, enclosed in a box, at \$3 net.

MRS. CURRIE'S REMINISCENCES.—A very considerable body of literature is forming, having for its subject matter the records and reminiscences of the Niagara district. Several excellent volumes have been written, but there yet remains a wealth of un-

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

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A novel now first issued without previous publication.

The fortunes of Alexander Quisante and Lady May Gaston. The imperious alternative with which Quisante was faced and how he met it.

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This is a thrilling story of life in Corsica and Southern France.

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THE CANADIAN ANIMAL BOOK.

By W. A. Fraser. With 12 illustrations by Arthur Heming.

CLOTH, NET. \$1.50.

Author and illustrator have co-operated in making this story of the woods and their chief denizens a book of imaginative interest and romantic realism. Each knows the Canadian wilderness with the thoroughness of long familiarity, and together they have vividly portrayed the world of the trackless Northern forest.

Eleanor

Mrs. Humphrey Ward's Greatest Novel.

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Two volume edition, with many full-page drawings by A. E. Sterner. Bound in dark blue and gold.

IN A BOX, \$3.00 NET.

The publication of "Eleanor" will be the most important event of the year in the publishing world.

No serial, with the exception of "Trilby," has ever aroused so great an interest among the readers of Harper's Magazine.

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BOOKS AND PERIODICALS—Continued.

published matter awaiting the industrious historian. We are glad to learn that Mrs. J. G. Currie, of St. Catharines, who has for many years taken a deep interest in the history of that interesting part of this Province, has in the press a volume entitled, "The Story of Laura Secord, and Canadian Reminiscences." Much valuable data is given in the volume. It is Mrs. Currie's intention to devote the proceeds of sale to the fund gathering to erect a monument to the Canadian heroine whose name gives the title to her book.

MISS LAUT'S FIRST NOVEL.—The publishers are giving a suitable setting to Miss Laut's story, "The Lords of the North." The cover design is a very striking one, showing a canoe impelled by two savages, and carrying a fur-trader and his wares. It is a happy coincidence that Dr. Bryce's masterly history of the Hudson's Bay Company and its kindred trading companies should be followed by this splendidly picturesque story, which finds its action in the feuds between the rival corporations who fought for the possession of the rich fur trade of our great Northwest. Miss Laut spent years of careful study of the records of history, and by extensive travel made herself familiar with the ground dealt with, before writing this story. "The Lords of the North" will take high rank in current fiction.

F. W. Hayes has written a sequel to his popular story, "The Kent Squire." The Canadian edition will be ready shortly.

"Quisante" is the name of Anthony Hope's newest story. Contrary to the custom with Mr. Hope's previous stories, "Quisante" has not been published as a serial. It is published in cloth at \$1.25, and in paper at 75c.

Mr. Henry Seton Merriman's new story, "The Isle of Unrest," has just been published in a Canadian edition. It is an attractively illustrated volume. The scene of the story is laid in Corsica and Southern France in the days of the third Napoleon.

A work entitled "The Making of a Christian," by Rev. John Maclean, Ph.D., is in course of issue. Dr. Maclean is a versatile writer, best known for his works on the Indians of Canada. He is a Methodist minister stationed at Neepawa, Manitoba.

FLEMING H. REVELL COMPANY'S LIST.

The Revell Company announce for early publication "Onesimus, Christ's Freedman," by Charles E. Corwin. Illustrated, 12 mo., cloth, \$1.25. An advance notice by Dr. Scofield says of it: "In vigor of narrative, skilful plot, sincerity, convinc-

ing realism, dramatic intensity and human interest, 'Onesimus' is easily the great story of the year. It brings Paul and his companions out of legend into life, and makes the Apostolic Age live again before the modern readers."

TRAVELS IN THE EAST — "Forbidden Paths in the Land of O_g," by the Otherwise Man, is a record of travel of three wise and otherwise men to the east of the Jordan river. Illustrated, 12 mo., cloth, \$1 25. Not only are scores of prominent scenes in Bible history illustrated and explained, but there are many dashes of brilliant color thrown into the picture from the Greek and Roman occupation of many places visited and also from the later campaign of the Crusaders. The pleasing style and the clearness of statement are simply delightful, and the interest steadily increases to the end.

INDIA'S WOMEN—"Wrongs of Indian Womanhood," by Mrs. Marcus B. Fuller. Illustrated, 12 mo., \$1.25. The author labored in India for nearly a quarter of a century and is well equipped to deal with her subject. Nothing has ever been written on the subject that can at all compare with it either for clearness of presentation, fearlessness of statement or delicacy of touch. The tender pathos that pervades its many passages cannot fail to touch the heart.

NEW SHELDON BOOK—The Revell Company have been fortunate in securing for Canada the new book by Charles M. Sheldon. The title is "Edward Blake; College Student," and is a bright interesting book. It will be published in paper and cloth at 25 and 50c.

"John the Baptist," by F. B. Meyer, is the new volume in "New Testament Heroes Series." 12 mo., cloth, \$1.00. There is no religious writer whose works are better known or which command a larger sale than F. B. Meyer's. Of the "Old Testament Heroes and Expository Series," thousands of volumes have been sold, and the sale keeps steady all the time.

The Revell Company report that close on 250,000 copies of their authorized "Life of Moody," by his son, have been sold in less than six months.

"I do not think," says our traveling correspondent, "there is anyone in the Maritime Provinces who carries a better selected stock of books, stationery and toys than Miss Hattie Tweedie, of Moncton, N.B. This, together with the fact that Miss Tweedie always has a pleasant word for her customers, increased trade to such an extent that she is enlarging her store by taking the partition out of the rear end of the building and letting in another room."

NOTES OF THE TRADE.

MR. H. S. WALLACE, a prominent stationer, of Rossland, B.C., has disposed of his stock and intends to winter at the Coast. Mr. Wallace was one of Rossland's first merchants as well as one of the most successful ones. He was the second mayor of the city, and is held in high esteem by all. He is leaving chiefly on account of Mrs. Wallace, whose health is such that she cannot pass the Winters in Rossland.

A. Russell, fancy goods dealer, etc., Essex, Ont., has sold out to G. A. Sherrin.

Gillies & Patterson have registered partnership as wholesale paper dealers in Montreal.

Lumsden & Wilson, booksellers, etc., Seaforth, Ont., have dissolved; Alex. Wilson continues.

J. McLeod Holiday, dealer in fancy goods, Winnipeg, Man., has been burned out; fully insured.

Cadieux & Derome have registered a new partnership in the wholesale stationery business at Montreal.

J. G. Kilt & Co., Ottawa, have sold their Little Sussex street business to F. Shore & Co., but retain the Bank street store.

Mr. J. S. Heales is now on the road in the interests of the new Halifax stationery and fancy goods firm, The Macdougall, MacKeen Co.

Mr. M. B. Jones, of Moncton, N.B., book and stationery dealer, has enlarged his premises to twice their former size, by taking in the whole block.

Chas. J. Mitchell, bookseller and stationer, Charlottetown, has issued a souvenir of the Anglo-Boer War, which is a really handsome work. It includes pictures of the famous generals in a convenient size. The souvenirs will be mailed to any address on receipt of 75c.

Mr. Edward S. Caswell, of the Methodist Book Room, was the recipient of a very handsome dinner set from his fellow-employees, on the occasion of his marriage to Miss Clara Stagg, daughter of Mr. William Stagg, which took place at Wesley Methodist Church, Toronto, the ceremony being performed by the Rev. Dr. Tovell.

LEATHER GOODS

We manufacture the finest line made.

- Purses, Wallets
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- Portfolios, Music Rolls
- Photograph Cases
- Memo Books
- Diaries, etc.

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New lines in _____

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Full Stock New Fresh Goods in
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A FRANGESA.—March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS.—By Chas. E. Musgrave. A splendid Two-Step.
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"ASHDOWN'S" Limited
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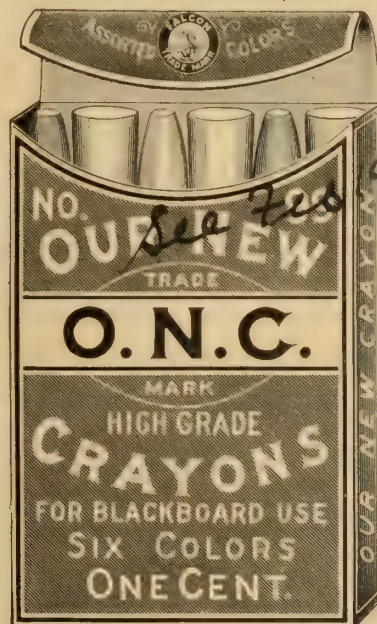
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The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.
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FANCY GOODS AND STATIONERY.

THE TOY TRADE.

The toy trade for the coming holiday season will be more in military goods than ever before. All other toys will have to take second place to these. The number of novelties in this way this season is surprising, and dealers should look to their stock of military toys, games, etc., before anything else. Dolls are shown in all soldiers' uniforms, the khaki uniform being particularly in evidence, though there is no lack of Highlanders and other representations of the British and foreign armies. Models of well-known battleships are among the more expensive kind. Forts, cannons, horses, toy guns, swords and uniforms are all being shown in an abundant variety. "War" games, such as "Bobs," etc., will also be preferred to the ordinary children's games, and all other warlike materials and appliances will find a ready call. As an exchange says, there is little left outside the influence of war except the old standby, Noah's ark, and one gentleman expects to see even that archaic old boat mount a battery before Christmas.

THE PAPER MARKET.

Since our last, buyers do not report any change in the price for papers. It is supposed that no change will take place in the United States till January at least. The mills are reporting low water, with consequent interruption to regular work. In the case of British papers, the manufacturers have stopped paying freights, which does something as a set-off to the favorable tariff conditions for British makes.

CANADIAN ENVELOPES.

It appears from official statistics issued from Ottawa that the number of envelopes used in Canada last year was 305,100,000. Of these 272,500,000 were made in the country and 32,600,000 were imported. A comparison of these figures with the postal returns show that only about one-half of the envelopes go through the post office, the rest being for private and commercial use. Canadian envelopes are well made, and are entitled to

the official patronage on their merits. One Department at least of the Canadian Government imports an envelope from the United States known as "The Bunker Hill." No one can accuse our Government of race narrowness after that!

FANCY STATIONERY.

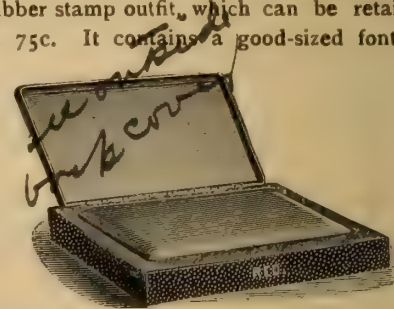
For the Christmas trade in fancy stationery, nothing is likely to become more popular than the goods now showing, the envelopes of which are edged in a different color to the rest of the paper. The colors are all made to harmonize perfectly. Among the numerous shades shown, khaki with dark red edgings deserves special mention, as not only is it one of the latest and most popular colors, but the dark red gives a very pleasing effect. A lighter shade of khaki, almost a grey, is also made with the same colored edgings, and is very pretty. The latest blue shades are shown with either a darker shade of blue or a white edge. White paper with blue edgings, grey with white, and other combinations make a line of fancy stationery that is sure to sell well. The paper itself is the same color as the envelopes, but without the colored edges. The colors are placed on all edges of the envelope and on the sides of the two flaps where it is sealed.

CALENDARS FOR THE HOLIDAYS.

The number of calendars sold last year was much in advance of any previous season, and there are no indications that the coming season's trade in these will not be just as great. Original calendars are becoming, or, rather, have become something of a fad, and almost every amateur painter in water colors or oils gets out one or two calendars for either himself or a friend. City dealers showed a great many of these last year, and whether the trade was a profitable one or not depended a good deal on the judgment of the dealer himself in selecting suitable designs. We may look for every description of military calendars this year. These will, in all probability, take precedence over all other calendars.

Stationers who are living in small towns, where there is someone who can get up an original calendar, either in black and white or colors, could do a good business in this line. If it is possible to insert anything of a local nature into the design, all the better. For instance, a popular fellow-townsmen who has just returned from South Africa after taking part in the war there, dressed in his khaki uniform, should make a good subject for one calendar; or anything else that partakes of the locality in which it is sold should be preferred over other designs.

In addition to ordinary stamp rubber type outfit, pads, date stamps, etc., Buntin, Gillies & Co., Hamilton, are offering the trade a neatly packed rubber stamp outfit, which can be retailed at 75c. It contains a good-sized font of



rubber type, a two-line holder, a pair of nippers and a stamp pad. This is not a toy but an office or factory necessity, which should command a good sale. The wholesale price is \$5.40 per doz.

NEW FANCY GOODS.

Several novelties in fancy goods this month are well adapted to approaching holiday trade. For instance, in album covers The Copp, Clark Co. show plush velvet in the pastel shades with figured floral design. There are also new issues in celluloid and solid leather. These albums are sold at from \$9 per dozen up.

In thermometers, we noticed in the same warehouse a very dainty line of jeweled goods from \$1.20 a dozen up. They are attractive by themselves and can be utilized in fancy work with effect. A line of frames, in the same jeweled ornamentation, for chic photographs, includes a great number of designs. The prices range from \$1.50 a dozen up to \$6. In larger-sized photo frames, some of the new goods are quite handsome for retailing at moderate prices. Some are of hardwood decorated with gold and some of celluloid. Some are for the Imperial size in photographs.

Among other novelties might be mentioned the fancy inks of which a brief mention was made before. The designs are decidedly striking for such cheap goods: Music roll,

SOME SEASONABLE SNAPS.

Winter Games For Cosey Homes

The Maple Leaf
Comrades Pretoria
Century Canadian Authors

FLAGS

Union Jack
Dominion Ensign
New complete stock.

Fountain Pens

Lapham's Rival. Serrated feed piece.
The Eagle. No section point to break.
The Post. Self-filling, self-cleaning

Dominion Office Diaries

Legal Edition.

The Copp, Clark Company, Limited, Toronto

box of matches, cigar, etc. In fancy paper weights, animal figures are frequent, such as frogs, grasshoppers, etc., while one design, Nansen going toward the Pole on snowshoes, is quite novel.

In scrap and autograph albums, the prices range from 10c. to \$1, and a new line of photo-mounting books will retail at 50c., 60c., 75c. These are well made, the leaves are of good grade of grey paper and the pad in the centre of each page holds the photo. Amateurs will want these.

In the line of military toys mention should be made of the mule battery, a new thing, adapted from the Boer War. In children's blocks, 10c.-lines are prominent. In pen wipers, animal designs are seen, such as the bear, the rabbit, etc.

IN THEIR NEW HOME. The latest addition to Toronto's list of fine stationery and book warehouses is that of the Copp, Clark Co. Since the last issue of this journal the company moved over to their new warehouse at 64 and 66 Front street west, a new five-storey building of pressed brick.

The interior is fitted up in the most modern and excellent style. Care has been taken to arrange systematically the various branches of the business. The basement is used for the handling of the heavier goods

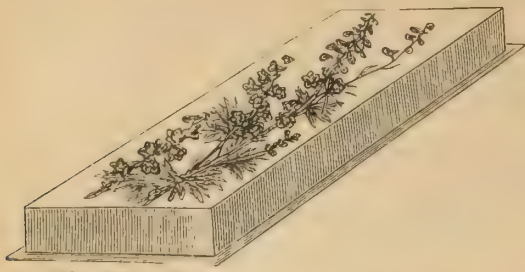
and packing. About one-third of the ground floor is devoted to the private offices of the President and Manager, Mr. H. L. Thompson, and to the counting room where Mr. Thomas is to be found, the remaining two-thirds being devoted entirely to the shipping department, to which special attention is paid. The entire second floor is taken up with stationery goods, with a private office for Mr. Harcourt. Books occupy the third floor, and Mr. Copp has his private office here. The stock of books looks splendid arranged on long tables and in the shelves. The fourth floor is taken up with fancy goods and games. The fifth floor is used for direct importations.

A passenger elevator, run by hydraulic power, provides easy access to every floor, and at the back of the building is an hydraulic freight elevator. All the flats are light and airy, special attention being paid to the light, Luxfer prisms being on all the windows.

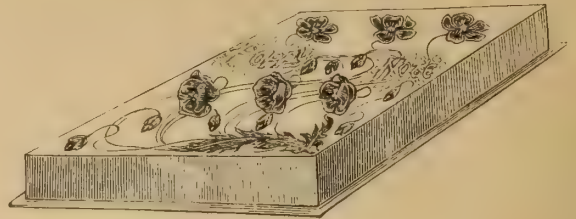
NEW HOLIDAY GOODS. Some handsome metal photo frames are shown which should be popular for the Christmas trade. They are of every variety of design, in black, gold, silver, white and combinations of these colors. The stationery is very fine, especially a line of Moorish greys, the packages inside the box being

wrapped with wide silk ribbons the same shade as the paper. A great variety of fancy waste-paper baskets and ladies' work baskets are being shown. Brown Bros. have some of these worked in colors with wooden bottoms. A handy little novelty is the pocket pencil-holder, made of rubber and metal, to be attached to the top of the vest pocket. The white library paste tube is a rapid seller. A handsome variety of self-closing writing desks, in oak, mahogany, etc., made for a typewriter, is now being shown, as well as different Rockwell-Wabash filing cabinets for cards or letters, etc., a line that is being bought rapidly. French inkstands in cut glass, gilt mounted; fancy pocket inkstands, in rubber, Russian leather or alligator; Koh-i-noor tracing cloths and pencils; rubber penholders just arrived from England, and many other small articles are shown for the holiday trade which are sure to be popular.

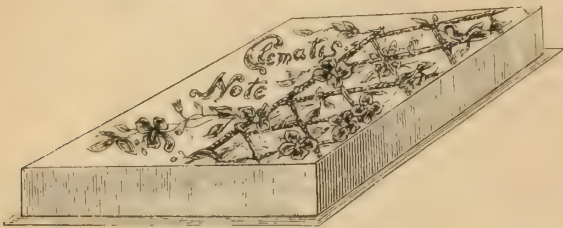
THE FLAG TRADE. The trade in flags will take a sudden start about October 25, when the troops return from Africa. There should also be a steady sale for them in connection with holiday closings, Christmas trees, children's parties, etc. The Copp, Clark Co. report orders large, but they have a stock now of the principal sizes and kinds of flags required.



"Blue Bell"—9127.



"Poppy"—9124.



"Clematis"—9123.



"Mayfair"—9125.

FANCY GOODS AND STATIONERY—Continued

Warwick Bros. & Rutter have just received a fourth shipment of the fancy papereries they have been showing this Fall, and which were specially made for them in England. This line contains four distinct series, as well as a number of specialties. The square floral series includes the "Clematis," "Poppy" and "Mayfair." These boxes are 10 inches long and 8 inches wide, with two rows of octavo size notepaper with envelopes. The boxes are of handsome floral design, beautifully embossed in from three to eight colors. The stock in this series is of a fine vellum wove, both cream and white, and may be had either ruled or plain.

The oblong series is made up of such lines as the "Geranium," "Blue Bell," etc., and is a most striking line. These boxes are made to contain four rows of the oblong envelopes and two rows of the medium size square notepaper, which is now so popular for social correspondence. The stock in this series is similar in quality to that of the square series, and may also be had in cream or white, ruled or plain.

Other new designs which have just come to hand are the "Primula," "Sweet Pea," and "Honeysuckle." These lines are made in the same style as the series sold last year, which included the "Viola," "Azalia," etc., and for which many orders could not be filled, owing to the inability of the factory to turn them out fast enough.

Perhaps the most opportune numbers of the entire line are those of the "Soldiers of the Queen" series. There are three designs in this series—"The Gordon Highlanders," "The Royal Scots Greys" and "The Royal Artillery," three of the crack British regiments who have lately achieved such renown in South Africa. These boxes are the large square shape, holding two rows of notepaper and four of envelopes. The paper is embossed with the British flag, and the envelopes tied with a patriotic ribbon, making a most appropriate box for holiday or general trade.

Among the novelties were noticed a fancy box containing tinted juvenile stationery called the "Pierrott," also a large size, the "Badminton." A dainty box contains this stock, bordered with a narrow white border, the notepaper and envelopes also being embossed in white, with a fancy initial letter. All the leading letters are carried in stock and may be ordered as desired. These boxes are upright in shape, with lift-off tops, and contain delicately tinted paper of different sizes. The most fashionable line shown this year is the "Chippendale." This stock is of the peculiar shade of green which is now so popular in London and Paris. The "Chippendale" note is also stocked in bulk in the two popular square sizes. The note is put up five quires in a box, and the envelopes 100 in a box. Dealers would do well to have a sample lot of these popular shades in society stationery.

A remarkable sale has sprung up during the past two or three weeks for toilet cases. Brown Bros. are showing them in real morocco, Texas steer, calfskin and seal grain, those in the seal grain retailing at \$2. They can be fitted up by the makers with brushes, combs, mirrors, etc. Writing portfolios are also in good demand. They are made in all leathers, in black, red, green, grey and other colors, the cheapest retailing at \$1. They have pockets for envelopes, papers, etc., and are fitted with a blotting pad.

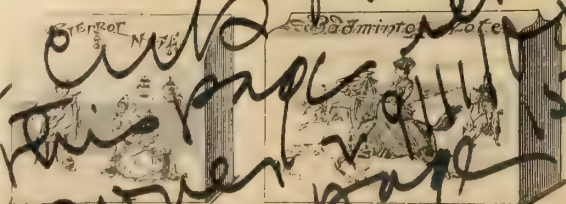
The Canadian pocket diary is two well known to need comment, but it might be mentioned that orders for them should be placed from the 1st to the 15th of the month.

VALUE OF GOOD QUALITY.

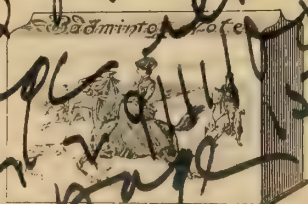
Do you realize the scope of the word "satisfaction?" It means honesty inside as well as outside. Stationery satisfaction means not only that the quality must be kept up to the standard as well as the weight and sealing qualities, but also that the goods must be correct in color and style and up-to-date in every respect. Satisfaction means a whole lot in the stationery business, more especially, perhaps, in the wedding goods and society lines of notepapers. There's no fault finding with the Barber & Ellis goods; this old-established company seem to have reached the perfect satisfaction point, not only in these and their commercial lines, which are favorably known, and always in wide demand, throughout the Dominion.



"Gordon Highlanders"—9134.



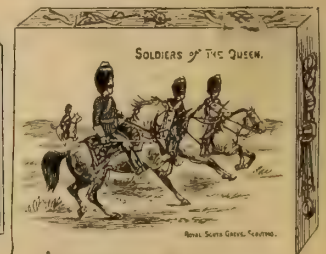
"Pierrott"—8871.



"Badminton"—8886.



"Chippendale"—9100.



"Royal Scots Greys"—9133.

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BOOKS THAT WILL SELL.

THE first original American work on automobiles, "Lee's American Automobile Annual for 1900," has just been published, and will, no doubt, be highly appreciated by every believer in the horseless carriage. It describes all the leading types of automobiles, and the virtues of gasoline, steam and electricity are thoroughly discussed. The text is made easier of comprehension by over 100 cuts of different vehicles, as well as the several parts of each. It is pocket size, bound in flexible leather, price, \$1.50 (Laird & Lee, Chicago).

Two of the Cambridge series for schools and training colleges, "The Making of Character" and "The Education of the Young," by John MacCunn, M.A., LL.D., and Bernard Bosanquet, M.A., LL.D., respectively, will be found by teachers and others interested in the work of education to be invaluable. Professor MacCunn treats his subject from a philosophical and religious standpoint, and makes both an instructive and readable book. "The Education of the Young" is intended, as the preface states, "to bring before English readers the description and theory of education for the young which is found in the earlier books of Plato's 'Republic.'" Both works are of a handy size and well printed, containing 200 and 250 pages. (Copp, Clark Co., Toronto.)

An edition of Scott's novels in pocket-size volumes, with notes, glossary, etc., and in large type, is, after all, the ideal Scott for ordinary readers. In the "Pitt Press Series," got out by the Cambridge University Press, is an admirable edition of Scott's chief poems and "Old Mortality." This is the only novel so far in this series, but a whole set would go well. (Copp, Clark Co., 2s. 6d.)

"These Three" is the title of a small book of some 64 pages by Mrs. A. R. Simpson. It is of a religious character and eloquently written. Each chapter is prefaced by quotations from the Bible or some well-known writer, who deals with the topics under discussion. There are four chapters, "Faith," "Hope," "Love" and the conclusion, "These Three." (Oliphant, Anderson & Ferrier, Edinburgh.)

Another religious book is "Light Unto My Path," being, as it says, "Divine Directions for Daily Walk," by John Hall, D.D., LL.D. It gives a text and poetical

quotation for each day of the year, with notes by the author. (Same publishers.)

Henrietta Payne-Westbrook, M.D., has written a novel, "The Actor's Child," which she calls a "study of inherited tendencies and ante-natal influences." The book is beautifully bound and illustrated, the letterpress is large and plain, and the price, \$1, is indeed low for a work of this kind, containing 236 pages. (Peter Eckler, New York.)

"The Heart of Hetta," written for Laird & Lee, of Chicago, by Effie Adelaide Rowlands, is a story of modern English life which everyone will welcome as a relief to the deluge of historical novels and romances which have lately been on the market. It is bound and illustrated in the most approved style. Cloth, \$1.25.

Laird & Lee, of Chicago, are publishing an edition de luxe of Annie G. Brown's latest novel, "Fireside Battles." Apart from the story, which is one of this clever author's best, the book is a very beautiful one. The cover design is a work of art which has not often been equalled in late books. The illustrations are some of the well-known Leyendecker's best. The book, in a box, is \$1.25.

A teacher's edition of one of Longman's illustrated French readers, "Histoires D'Animaux," has just been published which will be found a great aid to teachers in their work. The stories are taken from Dumas and are selected to be both useful and entertaining. This edition has a translation of the different exercises, as well as additional notes to the Pupils' Edition, and

contains a full vocabulary. There are 224 pages. Price 2s. 6d. (Copp, Clark Co.)

"The Victorian Era, or Sixty Years of Progress," is a popular and valuable handbook contrasting 1837 with 1897. It possesses maps, drawings, portraits, etc. Every phase of the century's development is dealt with. As a prize for boys and girls it is excellent. It forms one of the educational series of Sir I. Pitman & Sons. (Copp, Clark Co.)

R. H. Russell, New York, is noted for his gift and holiday books. A recent issue is "A Handbook of Golf for Bears." The verses are by Hayden Carruth, and the page illustrations (in colors) are by Frank Verbeck. It is decidedly funny and taking—a capital present for a golf fiend.

The case of Beauchemin et al, vs. Cadieux has been heard by the Court of Queen's Bench (in appeal) Montreal, and judgment reserved. The Gazette's report of this case says: "This is an appeal from a judgment of the Superior Court, which dismissed an action for damages brought by the appellants against the respondents, alleging that the latter had infringed the copyright of a dictionary, published by appellants, by copying verbatim certain articles, and appropriating others with slight alterations. The court below dismissed the action on the ground that both works were compilation of facts, which belonged to the public; and that in the preparation of such work recourse had been had to common sources of information, accessible to everybody; that respondents' dictionary was more extensive than appellants'; and that although certain passages had apparently been copied, yet these formed but a small part of the whole."

Patrician Paper at Plebeian Prices

may be said of our handsome "Military" and "Imperial" Papeteries which are delighting the hard-to-please customers. Our correct and beautiful lines of Social Note and Wedding Goods also appeal to all who desire that indefinable and indispensable thing called style in stationery. A sample of these unrivalled sellers will convince you that they should be on the shelves of every up-to-date stationer. **Write us for thrifty trade-chances.**

The BARBER & ELLIS CO., Limited,

Manufacturing and
Wholesale Stationers.

TORONTO.



THE BRITISH BOOK MARKET.

New Publications in Fiction and General Literature for Autumn and Christmas.

London, September 27, 1900.

MR. MURRAY'S new review, *The Monthly Review* (2s. 6d.), the first number of which is out, has, for contributors, Spencer Wilkinson, Henry Newbolt (the editor), Mr. Quiller-Couch, Miss Coleridge and Dr. Bowlby. A novel by Anthony Hope, "Tristem of Blent," is begun.

Two books which concern themselves at great length with the life and work of Lord Rosebery are to appear this Autumn.

Mr. Heinemann has secured the English rights of the next book by "Mr. Dooley"—that is to say, Mr. Peter Dunne. It will appear towards the end of October, under the title "Mr. Dooley's Philosophy." It consists of Mr. Dooley's most recent reflections on the varied and world-wide topics of the time.

Mr. Arnold-Foster, M.P., is publishing with his own firm, Messrs. Cassell, a popular volume, which is a review of the military situation in 1900. It has the title "The War Office, the Army, and the Empire."

Mr. Austin Dobson is to edit a new illustrated edition of Leigh Hunt's "Old Court Suburb" for publication by Mr. Freemantle. He also announces an edition of the *Midsummer Night's Dream*, with pictures by Anning Bell.

A SOUTH-AFRICAN SOUVENIR.

Lord Rosslyn is getting out a publication which is so genuinely "khaki" that it will, no doubt, attract attention. It is a fac-simile reproduction—except, indeed, that the get-up is far grander—of the whole issue of that wonderful Pretoria periodical, *The Gram*. This journal was prepared by the British officers in captivity at Pretoria, Lord Rosslyn being editor. He has had many requests for copies, and, in the desire to gratify these, has arranged for the present "collected edition." It will be limited to 500 copies, each of which will be numbered and signed. Already, as it appears, 400 copies have been taken up, though the price is a guinea. Messrs. Eyre & Spottiswoode are the publishers.

HOLIDAY NOTES.

The Princess of Wales has accepted the dedication of the finely-illustrated edition—a new translation from the Danish—of Hans Andersen's fairy tales, which Mr. Heinemann is publishing.

A small edition of Mr. McNell Whistler's

pleasing book, "The Gentle Art of Making Enemies," will appear this Autumn.

Lady Lindsay has a volume of lyrics coming out with Messrs. Kegan Paul. It is entitled "The Prayer of St. Scholastica," after the first poem.

The general election has suggested to Mr. Harry Whates a book giving a history of "The Third Salisbury Administration," Messrs. Vacher will publish it.

NEW FICTION.

Mr. G. R. Sims is publishing through Messrs. Chatto a volume of short stories with the title "The Small-Part Lady, and Other Stories." The title-tale is, of course, about theatrical life.

Mr. Pett Ridge's new novel, "A Breaker of Laws," is a novel, not short stories, as has been stated. It is a novel written with some idea of showing the difficulties that attend any attempt to reform the adult "bad subject."

After Maurus Jokai, the most popular Hungarian novelist is Kalman Mikszath. A translation of a story by him, "St. Peter's Umbrella," is notified by Messrs. Jarrold.

"Conscience of Coralie" is a volume by Mr. Frankfort Moore, and a story by Mr. John K. Leys, entitled "A Suburban Vendetta," and Miss Agnes Giberne's novel "Roy," are published by Pearson.

Mr. Albert Lee, who wrote "The Gentleman Pensioner," is engaged on a historical story to be called "The Emperor's Trumpeter." It refers to Napoleon Bonaparte's career.

Mrs. Mary E. Mann's next novel will deal with the affairs of a country parsonage. It is called "Among the Syringas," and will be published soon by Mr. Unwin.

Among other new novels may be mentioned:

"A Son of Austerity," by George Knight (Ward Lock).

"The Cross Triumphant," by Mrs. F. Kingsley (Ward Lock).

"The Golden Tooth," by McLaren Cobban (Digby Long).

"The Vereker Family," by Mary Crommelin (Digby Long).

"As Luck Would Have It," by Wm. Westall (Chatto).

"The Chase of the Ruby," by Richard Marsh (Skeffington).

"To Pay the Price," by S. K. Hocking (Warne).

"The Order of Isis," by J. B. Stubbs (Skeffington).

"The Mantle of Elijah," by I. Zangwill (Heinemann).

"Farthest South," by Harold Gorst (Greening).

"The Silver Dove," by Mrs. Inchbold (Hutchison).

"The World's Blackmail," by Lucas Cleeve (White).

"The Doctor Speaks," by Rev. W. J. Dasonw (Richards).

"Maya, a tale of Yucatan," by W. D. Foulke (Putnam).

New novels are also coming out by Richard Henry Savage, Beiram Milford, and George Griffith.

THE MONTREAL BOOK AND STATIONERY TRADE.

Past and Present.

I.

THE changes that have taken place in the Montreal book and stationery trade within the memory of some who are still connected with it have revolutionized the business. These changes have been brought about by the development of the country. Within that time Montreal has grown from a population of 40,000 souls, the canal and railway system of the Dominion has been built up, the centre of gravity of the country has changed, and Canada has grown into a nation. A finishing touch has just been put on this change by the passing of a Copyright Act.

Books printed in Canada before 1840 are extremely rare. The first book printed in Montreal was a small volume bearing the title "Reglement de la Confrerie de L'Adoration Pepetuelle du S. Sacrement et de la Bonne Mort," published by F. Mespellet and C. Berber, who came to Montreal in 1778 from Philadelphia to publish *The Gazette Literaire*. Yet there were not many books published in Montreal before 1840, and such publications as "Hochelaga Depicta," that came from the press of Wm. Greig in 1834, are articles of high value. The country was raw and young, furnishing few readers and few writers. Since that time the Canadian market has become so valuable that we can no longer allow any but Canadians to exploit it.

Simultaneously with this change, resulting from development and increased population, has come a change in the centre of publication and distribution of books. Forty years ago Montréal imported nearly all the books sold in Canada; some from the United States, but more from Britain and France. The building of railways later made trade with American centres flourish, but the American war spoiled the Canadian book trade for American concerns, and it

has never been recovered. Colonial editions of books sprang into existence in the Motherland, and to these we have steadfastly remained till this year, when we have decided to print our own books. But it does not appear as if these will be printed in Montreal, for the centre of gravity has shifted. This city has never been a city famed, in the book line, so much for its literary as for its mechanical productions. Our publishers seem always to have preferred to turn out a blank book to a novel. Yet at the present time there are some good books printed in Montreal, principally by the French houses, and they should be proud of their work.

The advance we have made in the stationery lines is no less phenomenal. Sixty years ago we were importing all our papers from England, Scotland, and France. Now we manufacture and export. This, too, has changed the Montreal stationery trade.

Among other proofs that Montreal was once the Canadian centre of publication and distribution of books and stationery, we have the fact that The Canadian Magazine was published in Montreal in the early twenties, and such periodicals as The Dew-drop, The Maple Leaf, Punch in Canada, The Literary Garland, The Life Boat, and others, were published in this city up to 1850. From Montreal, it may be said, that all literature was disseminated throughout the Provinces. On the cover of The Canadian Magazine for 1823 we see a list of Canadian periodical agencies. They were:

LOWER CANADA.

Isle Aux Noir, J. McVay.
Laprairie, L. Kidd.
St. Johns, Louis Marchand.
Chambly, John Sexton.
St. Andrews, Guy Richards.
Terrebonne, John McKenzie.
Berthier, Hercule Olivier.
William Henry [Sorel], James Dorge.
Drummonville, James Millar.
Riviere du Loup, A. A. Dame.
Three Rivers, Ovide de Blanc.
Quebec, Joseph Tardiff.

UPPER CANADA.

Cornwall, George Jarvis.
Perth, Josias Taylor.
Bath, James Rankin.
Brockville, Henry Jones.
Kingston, J. Corbet.
York, J. H. Howard.
Niagara, John Crooks.
Queenston, Alexander Hamilton.
Amherstburg, John Wilson.

How intimately the book and stationery businesses of Montreal were associated in 1840 is shown by a glance at the directory of 1840. Nearly all the books made at that time were stationery—that is, blank books. There were then 16 booksellers and stationers. They were: Armour & Ramsay, John Bain, Campbell Bryson, Thomas Carey, Andrew Connell, H. H. Cunningham, E. R. Fabre, R. Graham, Wm. Greig, C. P. Leprohon, Lyons & Brothers, R. & A. Millar, J. H. Scott, J. H. Tebbetts, E.

C. Tuttle and R. D. Wadsworth. This list does not mention Mr. C. O. Beauchemin, John Lovell, or J. B. Rolland, who were in business at that time and all of whose names figure in the titles of firms at the present day. The only other name that survives in a business title is that of E. R. Fabre, of Fabre & Gravel. In marked contrast to the number at that time stands the fact that there are now about 20 wholesale and 100 retail booksellers.

Armour & Ramsay did the largest business in their line in the city, and both partners were wealthy enough to come to business in a carriage. They did a wholesale and retail trade on St. Paul street, and a few years later at 21 St. Francois Xavier street. This firm printed The Gazette, but their business also comprised the publication of the National system of schoolbooks and various colonial editions of standard English works "at greatly reduced prices," as well as the manufacture, "in the most approved and latest style," of bankers' and merchants' blank books. Before 1852, Mr. Armour had died. The business was continued under the style of Hew Ramsay, who later sold out to Mr. Charles Dagg, who did not keep up with the times and ultimately failed.

Campbell Bryson was a prominent man in the trade in his day. He, too, did business on St. Francois Xavier street, opposite St. Sacrement street, in school and account books, wholesale and retail. For some time Mr. George Horne was his head salesman, but in 1850 we find him in business for himself. It soon came to be a common saying that if an article could not be got at George Horne's it could not be got in town. He was long one of the best known men in Montreal. In 1882 the style of the firm was changed to George Horne & Son, but, in 1887, Mr. Robert M. Horne died, and the original trading title was resumed. Mr. Horne was an energetic man and was much interested in military and sporting matters. He died not long since, after disposing of his stock and trade to H. A. Dawson & Co., who still carry on the business at 71 St. Francois Xavier street.

Thomas Carey made blank books and did bookbinding at 58 St. Paul street, and Andrew Connell was engaged in a similar business at the corner of Vitre and St. Charles Borromeo.

Two other important stationers were Messrs. E. C. Tuttle and Robert Graham. Mr. Tuttle had his store on St. Paul street, where Frothingham & Workman are now. He had a small bindery, and did a custom trade in first-class books, for a long time supplying La Banque du Peuple. He was an American and a very fine man, and had the reputation of turning out the best books

in the city. Nearly all the work was done by hand. The only machine Mr. Tuttle had in his bindery was a ruling machine, made from oak taken out of the beams of a broken down French house in the city. Mr. Tuttle died some time in the sixties, and his stock was put up at auction. Someone bid \$150 on this old ruling machine, and then refused to take it away.

Mr. Robert Graham also had a first-class bindery on St. Francois Xavier street, in which Mr. Morton, sometime of Morton, Phillips & Co., was foreman. Mr. Graham had established his business in 1828. He had been successively journeyman and partner with Mr. Neckless in a bindery east of St. Lambert street, but they separated in 1828. Mr. Graham was very successful, and for a long time did the trade of the Bank of Montreal. In 1842 he had a second shop at the upper end of the site of the British Empire Assurance building on Notre Dame street. In 1869, Mr. Graham was, from sickness and other causes, unable to carry on the business, and the stock and good-will of the business were purchased, first, by Miller & Bury, and, some weeks later, by Morton, Phillips & Co. Mr. Morton had been foreman in Mr. Graham's bindery, Mr. Phillips had been clerk in the store, and the third partner, Mr. Bulmer, was a workman in the bindery. The firm name was changed on July 1, 1872, to Morton, Phillips & Bulmer. Thomas C. Bulmer withdrew in 1890, and the name then became again Morton, Phillips & Co. This firm have always done a large trade in account books. In 1869, eight persons, including the partners, did all the work in both the manufacturing and ruling departments, which were confined to one building; now there are over 80 employes, and the premises extend to the adjoining building in the upper storeys. Hugh Cameron entered the firm as partner in 1879 to take charge of the printing department, which had just been added. Robert James Gibson entered the bindery as an apprentice, and was admitted a partner in 1890. This firm has patrons in every part of Canada, and their output of blank-books, stationery and office supplies to Governments, City, town, county and local corporations; to banks, insurance companies, registrars, lawyers and merchants is enormous. The head of the firm now is Mr. Phillips.

The oldest business in the city is that of Fabre & Gravel, now doing business in their beautiful "Lebrarie" on Notre Dame street. The business was established by Hector Bossange in 1815. In 1823, Mr. E. R. Fabre became sole proprietor and continued so until 1844 when the title was changed to E. R. Fabre & Cie. At this time the firm were doing a very extensive business in publishing and importing books at 3 St. Vincent street. Stationery too was handled, both in a wholesale and retail way. In 1853, the style of the firm became Fabre & Gravel, and the establishment was moved to 30 St. Vincent. In course of time it was transferred to their present commodious premises on Notre Dame street, where a large retail business is carried on.

E. H. COOPER.

(To be continued.)

WALL PAPER AND DECORATIONS.

WALL PAPER AND ITS INCREASING USE.

A REPRESENTATIVE of a leading wall paper company dropped into our office the other day regarding his advertising, and we asked whether the limit of demand had been reached in his line. He appropriated our easiest chair, lit a cigar, and said: "I'll tell you how it is, Mr. Editor, I contracted for a 7-foot board fence between a lane and the end of my lot. It was to be painted on one side. When I went out to see it I found it painted on the lane side, leaving a rough wood landscape decoration viewed from my dining-room. Now, about half the people in the country are still decorating the outside, which they don't see, and neglecting the interiors, which they not only see, but are greatly influenced by. A man need not own a pretentious dwelling to secure all that is good in decorative wall treatment within. If he uses ordinary taste he can give character to each room, and everything in it will borrow from the result. It is, in fact, the chief furnishing of an apartment, besides covering what was possibly an unsightly wall.

"In art, nothing is too high for its influence or too low for its attention. Yes, it's an artistic age. Why, I know a small house which quickly rented at \$100 advance after it had been papered in an artistic, yet in an inexpensive way. I'll give you an idea of the scheme:

"The drawing-room was hung with a fine rococo combination in embossed cream, greens, gilt and silver, the dining-room with a rich red English velvet design, the library or smoking-room with upper thirds of a fine 12-color French floral on a buff ground, softened by tapestry treatment, the hall, an exquisite Empire filigree design in blues, browns and aluminum which appears suspended before a steel-blue ground, producing a most original and beautiful effect, of which the eye never tires. Then the bedrooms. In each a different influence was obtained: in the largest, the "white room," a life-sized yellow rose and vine lost itself in a fine frieze above, in another, a colonial stripe in blue silk and minute pink florals; another, a dainty chintz in a pansy design, while an exquisite 22 inch French cretonne, in pale pink and yellow wildflowers, completed what proved to be 'unity in variety, which is the standard of beauty,' and that decorative art which nearest approaches this rule represents all that is best and worthy of aspiration, its

highest idea being to make useful things beautiful. Nor need such a result as I have outlined be beyond the reach of anyone of very moderate means, nor imported material used which many years ago there was some excuse for.

"In the case I have referred to, every pattern was produced by The Watson, Foster Co., Montreal, whose papers, owing to their progressive style and color effect find increasing sale in the United States and other countries. For, while existing Canadian factories can more than supply home demand, they really require an export trade to fully employ their machines, yet the interest in better qualities and artistic effects is rapidly increasing. The younger generation is developing an artistic taste which is very noticeable—in bedroom papers to begin with. This is only natural, for there is something so cool and refreshing about a bright, pretty, wall-papered chamber that one's sleeping reflections and waking thoughts are positively influenced by it."

PAPERHANGERS HAVE A UNION.

The National Paperhangers' Protective and Beneficial Association of America has just been in session at Chicago. The following officers were elected: President, James P. Archibald, New York; first vice-president, C. A. Kissam, Minneapolis; second vice-president, R. E. Milligan, Chicago; third vice-president, L. C. Black, Chicago, and general secretary and treasurer, John M. Vail, Chicago.

WILL THE TRUST REVIVE?

New York advices say that the leading factories in the wall paper combine will form themselves into a new body. Says one report: "The directors of the National Wall Paper Company are preparing to give effect to the vote of the stockholders that the company be dissolved, and at a prolonged session now being held from day to day they are shaping matters to end the company's life. Combination is in the air, and it is predicted that the strongest and most progressive houses in the business will before long get together in a 'harmonious whole,' care being taken this time to include within the fold such plants as are up-to-date in every respect.

"The intimation is given that arrangements will soon be made for the leasing of a number of the less important factories to their original owners. The ones that are

not so leased back will, so it is reported, be put up at public auction. By this means the National Wall Paper Company will go out of business in the near future. Later in the year, perhaps about January 1 next, the knowing ones in the trade predict the organization of a new wall paper trust, which will include at least five of the biggest and most up-to-date factories.

"The five companies that have been mentioned as a nucleus for the future combine are the Janeway & Carpender Company, of New Brunswick, N.J.; Janeway & Co., of New Brunswick; Fred. Beck & Co., New York; the Robert Graves Company, Brooklyn, and the S. A. Maxwell Company, of Chicago. To this list will probably be added the Potter Wall Paper Mills, of Chicago, Ill., and of Hoboken, N.J.; the Allen-Higgins Company, of Worcester, Mass.; the Pittsburg Wall Paper Company, of Pittsburg, Pa., and the Campbell Company, of New York and Hackensack, N.J.

"The real reason for the dissolution of the National Wall Paper Company is now given as a desire to get rid of all the back-number factories in it, as the company could not compete successfully against the new outside companies."

FOREIGN COMPETITION IN WALL PAPERS.

Now that the wall paper selling is in full swing, it may be well to disabuse any hesitating dealers' minds of the idea that because the American wall paper trust has dissolved there is going to be a great cutting of prices in imported papers. In point of fact there never was a time when such a course was more improbable, if not impossible.

In the first place, everything which enters into the production of wall paper costs from 25 to 50 per cent. more than a year or two ago; pulp, color, wages, and last, but by no means least, block, or pattern cutting, which has almost doubled. Besides all this, the American factories have had last year all they could do to supply their own market, and certainly have no surplus to sacrifice. Competition, however, is keen to gain a footing in Canada, and a bait will, no doubt, be offered in the lowest quality, but what dealer is so dense that he fails to see that one cent taken off the cheap end means several cents put on the other, which he is expected to buy also. It's merely a question of average—it's got to be made up somehow. No foreign agent is here for his health alone. But, supposing an imported line could be offered, at say, two cents, it would still cost more than domestic, because duty would be estimated on its home market value.

Now, take the three Canadian factories and the long line of attractive patterns they offer, one of which at least shows, probably,

WALL PAPER

DO YOU SELL IT AND WANT TO
INCREASE SALE AND PROFIT

?

TRUST **WATSON, FOSTER** GOODS
TO EFFECT BOTH.

ALL DEALERS HAVE PROVED
THIS—WHO KNOW US—IF YOU
DON'T, ADVISE US AND WE WILL
SEND A MAN TO YOU—WITH
SAMPLES.

OUR THREE STRONG POINTS ARE
EQUIPMENT
SUCCESSFUL PATTERNS
COLORS MIXED WITH BRAINS.

THE **WATSON, FOSTER CO.**
LIMITED
MONTREAL.

FANCY GOODS AND STATIONERY—Continued. double the number of any one American factory, and, for this market, more suitable designs, and the dealer will see it is to his interest to confine his trade to Canadian goods, not necessarily because they are Canadian, but because they suit and pay him better. And this applies not only to cheap grades, but to medium and high-class effects, which are not only as artistic, but are very much cheaper than similar imported goods.

M. STAUNTON & CO. BUSY! BUSY!!

Inquiries made at the Staunton wall paper factory brought the information that they are extremely busy printing for orders. Many dealers throughout the country are calling for early shipments, and this fact speaks well for trade at this time of the year.

In wall papers ingrains are staying popular indeed, and the Staunton ingrain combinations are coming in for a lot of commendation, for, although the firm have always been most successful in this particular line, the general opinion everywhere is that season's samples are far ahead of any of the firm's previous efforts. Buyers should make a point of seeing the Staunton line for 1901 before ordering. If one of the travelers has missed you it has not been

intentional, and a post card will bring you samples and a representative with them if you prefer it.

POINTERS FOR PROGRESSIVE DEALERS.

STATIONERS who deal in photographic apparatus might make an attractive and timely window display by following the plan of an American stationer, who made a "war" window out of these goods. Cameras were arranged in a semicircle so as to look like the wall of a fort, and the lenses, brass mounted, projecting beyond these, gave an appearance of cannon. Small paintings were inserted here and there in the breaches, and one or two potted plants were placed on top.

* *

A manufacturer of fountain pens made something of the same display, mounting the pens on a small fortress so as to resemble cannon. A painting of some well-known battleships was placed in the window also. With flags, etc., these designs make a "catchy" window. A suitable motto or advertising phrase of some kind might also be added, directing the attention to the cameras, pens, etc.

To booksellers who make a specialty of the tourist trade, the experiences of a news-agent in a railway station should be of particular value, as he comes into contact with all classes of tourists from different countries, and has to satisfy their wants in a hurry, before their trains leave. The manager of a book and magazine stand at the depot in a large Canadian city does a paying business in flags—the Canadian flag and the Union Jack—with American tourists. A Grand Army excursion passed through recently, and he sold hundreds of these flags.

* *

Another paying line with a dealer of that kind is souvenirs of different parts of Canada—Toronto, Montreal, Quebec, the Muskoka lakes, Thousand Islands, etc. These are bought in large quantities, principally by English tourists. Indian curios and toys, such as birch-bark or wood canoes, moccasins, etc., are also bought in good numbers by English tourists. Besides this, they can be used for decorative purposes with good effect, and, as they do not spoil quickly, a part of a window or case can be filled with them and left for a longer time than many other things.

* *

In magazines, the best sellers are The Review of Reviews and The North Ameri-



Staunton

WALL PAPERS

We are satisfied that our 1901 line is the most beautiful, most salable and most attractive priced line that we've ever put out. In every detail of the making of our goods we make this our motto—"Nothing but the best." Costs nothing to see our line. If you haven't seen it, it will pay you to wait for our traveller to get to you. Some few dealers have not been reached yet, we know, but inside a month or six weeks the whole ground will be covered.

M. STAUNTON & CO. - Toronto.

MANUFACTURERS.

can Review, though *The Canadian Magazine* is bought, by American tourists especially, almost as much as either of these. The English people buy *The Strand Magazine* principally, and, as to books, Marie Correlli's novels sell better than anything else. He makes it a rule to read every new book he puts in, or, at least, to glance over them sufficiently to be able to answer questions or give recommendations. American newspapers are worth keeping, particularly if it is possible to get them up to date.

* *

He would rather do business with the English people than the American. "An Englishman," he says, "knows what he wants, and will walk up, ask for it, and go away; but the American will turn the whole counter upside down before he decides what to buy."

* *

Stationers should consider it part of their business to have at hand a postal guide, for the information of their customers, and also for their own use in handling newspapers and magazines. If there is not access to one in their own locality, the official Canadian guide could be obtained, or, for small places in Ontario, the "Toronto Postal Guide" would give all necessary information as to rates, foreign mails, weights, etc.

* *

Mr. John Hart, a Perth, Ont., stationer, carries, as part of his regular stock, a line of paints and oils. He was a painter by trade, before entering the stationery business, so he is qualified to deal in these goods—better, perhaps, than many merchants with whom paints and oils are staples. If there is a particular line in which any stationer is competent to deal, whether it is usually associated with the trade or not, there is no good reason why he should not handle it. Besides, many stationers carry a stock of artists' paints, in water colors and oils, and it is not a very radical departure into other paints.

C.G.H.

McLeod & Stanfield have commenced a stationery business in Sydney, N.S.

The firm of Russell & Co., booksellers and stationers, Winnipeg, have changed to ~~of~~ Russell, Lang & Co., Mr. Lisgar Lang, who has been connected so long with the firm, entering into it as a partner, and, during Mr. W. D. Russell's temporary absence, will take full charge of the business. Mr. Lang is very favorably known, both to the public and to the trade, and will devote his entire energies to the firm's rapidly-growing business.

IS THE BOOK STORE DECLINING?

THE disappearance of many of the old bookstores in Toronto is a matter of some comment among those who deal in books to-day. With a greater number of books published and a large increase in the number of readers, it would be natural to suppose that bookstores would become more numerous. There is much room for speculation as to the cause of a decline when there should be an increase. I asked several who represent the book selling fraternity of the present time, to hear their opinions on the subject, and found them nearly unanimous in believing that there was no room for the old-time bookstore in the trade of to-day.

The successors of the former booksellers are the dealers in magazines, papers, stationery, etc., who always keeps a side-line of books. One of these, Mr. Winniffrith, on Toronto street, believes that there is room in this city for two, and possibly three, good bookstores. "What killed the old bookseller" he said, "was the cheap edition of standard works. A number of years ago the only books put up in cheap form were novels of the penny-dreadful description. All good books by reputable authors were issued in comparatively costly editions, and these are what kept up the bookstores. With the necessary capital I could start a bookstore on King street to-morrow and make it pay. The department stores do not do much trade in really well-bound books by standard authors, but their big cuts are on current literature; and, although their books look well and are often well printed, they are not what a good buyer of books would care to invest in if he is looking for a standard work or some popular book of to-day to place in his library. I think if a man went into the book business and kept only standard works and good current literature, that is not put up in cheap form, he could defy the department stores. It would take considerable capital, of course, and it might be best to keep a small line of stationery, as the two always are expected to be sold together. But I have no doubt that it would succeed."

Mr. Robertson, the manager of the Upper Canada Tract Society, who do a large business in theological and other books, was also of the opinion that the department stores were the cause of the decline of the old bookstores. "They sell books cheaper than any bookseller can afford to do. I do not believe that people go into them very much for the sole purpose of getting a book; but they get the crowd in

there for other things, and their low prices on books induce people to buy them. If we could get the people into our store we could sell a large number of books too. But we have nothing but books, and I think the present generation buys books on the moment. At least, that applies to all but some popular novel that is being widely talked about.

"There was a time when theological works would sell well for years, but now they have their day—a pretty short one too—and then are forgotten. I think the public read as many books as ever, though I have noticed, sorry as I am to say so, that the falling off in books is chiefly in the line of Bibles. The book trade has got into so many hands now that there is only a limited amount of business to be done. The stationers are the largest booksellers. Formerly the bookseller generally kept a side line of stationery; now it is the stationer who keeps the side line of books. There are a number of authors who were very popular for a long time when I was a young man, but the reading people of to-day know next to nothing about them. It is harder every year to know what books to buy."

Another manager of a large bookstore, is Mr. Anderson, of the Fleming H. Revell business, on Yonge street. He takes a different view of things to the others. "No, I do not believe that the department stores have done much toward putting the old bookseller out of business. They have a good deal of the trade he did, but they got it only after he had lost it. The trouble, I think, is that the class of reading done now is totally different to what it used to be. There is a large demand for popular novels in cheap form, and the cheap magazines are read by a great many people in preference to a book. They want short stories nowadays. People, especially the younger class, will not be bothered reading a long book; if they do, they pass over all the introductory or descriptive portions and read the story alone. I think this is one reason why many of the old writers are not read so much—their books are too long.

"The public libraries have a good deal to do with the question. The majority of people, when they wish to read a standard work will make use of the public library instead of buying the book. There was a time when it was most reading men's pride to possess a private library, but it is not so now, and the making of private libraries gave to the old bookseller a large part of his trade.

"On the whole, though, there is really no particular place to put the blame. It's simply the change that is always taking

place, in the public reading as well as in anything else."

Others in the business gave substantially the same opinions. That the old bookstore was gone, and would never be a success again, was the general opinion. But, although there are different opinions as to the cause of the bookstore's disappearance, those who gave them invariably prefaced their remarks by saying that they would not like to be positive that their ideas were correct, showing that even those who should know most about the subject felt rather at a loss to know just why the bookstore is not flourishing. C.G.H.

BEST SELLING BOOKS.

Reported by Leading Members of the Trade for
THE BOOKSELLER AND STATIONER.

** These lists are of value in showing what books are selling in various large centres of Canada. The following lists are for the month of September:

MONTREAL.

1. "The Master Christian" (Corelli).
2. "The Cardinal's Snuff Box" (Harland).
3. "Winefred" (Baring-Gould).
4. "To Have and To Hold" (Johnston).
5. "The Heart's Highway" (Wilkins).
6. "Robert Orange" (Hobbes).

PETERBORO'.

1. "The Master Christian" (Corelli).
2. "To Have and To Hold" (Johnston).
3. "Boy" (Corelli).
4. "Redemption of David Corson" (Goss).
5. "The Reign of Law" (Allen).
6. "Black Rock" (Connor).

GUELPH.

1. "The Master Christian" (Corelli).
2. "Princess of Copper" (Gunther).
3. "The Farringdons" (Fowler).
4. "The Reign of Law" (Allen).
5. "Boy" (Corelli).

TORONTO.

1. "The Master Christian" (Corelli).
2. "Quisante" (Hope).
3. "Elizabeth and Her German Garden."
4. "Unleavened Bread" (Grant).
5. "Boy" (Corelli).
6. "Billy Baxter's Letters" and "Fables in Slang."

ENGLAND.

1. "The Increasing Purpose" ["The Reign of Law"] (Allen).
2. "Robert Orange" (Hobbes).
3. "The Boer War" (Thomas).
4. "Village Notes" (Tennant).
5. "The Farringdons" (Fowler).
6. "China in Decay" (Krausse).

SCOTLAND.

1. "Robert Orange" (Hobbes).
2. "Voices in the Night" (Steel).
3. "Boy" (Corelli).
4. "Vanishing of Tera" (Hume).
5. "The Strong Arm" (Barr).
6. "Little Anna Mark" (Crockett).

UNITED STATES.

1. "The Reign of Law" (Allen).
2. "Unleavened Bread" (Grant).
3. "Redemption of David Corson" (Goss).
4. "To Have and To Hold" (Johnston).
5. "Voices of the People" (Glasgow).
6. "The Cardinal's Snuff Box" (Harland).

NEW CANADIAN COPYRIGHTS

Registered at Ottawa from September 1
to October 1, 1900.

*** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11618. Hurrah for the Boys in Khaki. Words by Fred. W. Adams. Music by Chas. E. Andrews. R. S. Williams & Sons Co., Limited, Toronto.

11619. The Royal Canadians. March. By Arthur W. Hughes. Whaley, Royce & Co., Toronto.

11620. The Law Relating to Executors and Administrators in the Province of Ontario. By R. E. Kingsford, M.A., LL.B. Carswell Co., Toronto.

11621. Mooswa of the Boundaries. Story published in The Canadian Magazine, Toronto, Ont. (Temporary copyright.) W. A. Fraser, Georgetown, Ont.

11622. Jesus, Lover of My Soul. Music by A. S. Vogt. Whaley, Royce & Co., Toronto.

11624. Robert Orange. A sequel to The School for Saints. By John Oliver Hobbes (Mrs. Craigie). W. J. Gage & Co., Toronto.

11625. Dorothy. Picture. Ernest J. Rowley, Toronto.

11626. The Pasture Field. Picture. Ernest J. Rowley, Toronto.

11628. La Devotion a Saint-Antoine de Padoue: Et Quelques Faits en rapport avec cette Devotion. Par L.A.L., Pretre. Rev. L. A. Leveque, Saint-Camille de Wolfe, Que.

11629. The Note Teacher. By Dion Petros. Whaley, Royce & Co., Toronto.

11630. Once. Song. Words by Mrs. Arthur Hervey. Music by Arthur Hervey. Anglo-Canadian Music Publishers' Association, London.

11631. Acidimetrie: L'Acidimetre dans la Fabrication du Beurre et du Fromage. Joseph de Labroquerie Tache, St. Hyacinthe, Que.

11632. He Answered the Call. Song. By Nate Jackson. Harry H. Sparks. Toronto.

11633. Grafton's Exercises in Arithmetic, No. 4. Herbert J. Silver, Montreal.

11634. The Empire Songster. Being a collection of school songs. Edited by Wm. H. Smith, Montreal.

11635. Canadian History Lessons. For junior classes. By W. J. Larminie, B.A., Westmount, Que.

11636. Registre et Journal d'Appel. Joseph Edouard Mercer, Levis, Que.

11637. Order and Division of the Alphabet. Chart. William Craig McCormack, Stanford, Kentucky, U.S.

11638. Prize of Victory. March. By W. H. Scouton. Church Co., Cincinnati.

11639. Sub-Standard Policies. Booklet. People's Life Insurance Co., Toronto.

11640. Elementary English Composition. By Frederick Henry Sykes, M.A., Ph.D., Toronto.

11641. Tommy Atkins You're a Dandy. Song. By Arago Easton, London, Ont.

11642. Rosemary. Picture. Globe Printing Co., Toronto.

11643. About the Ships at Sea. By James H. Rogers. Op. 31. No. I. Church Co., Cincinnati.

11644. About Butterflies. By James H. Rogers. Op. 31. No. II. Church Co., Cincinnati.

11645. About Strange Countries. By James H. Rogers. Op. 31. No. III. Church Co., Cincinnati.

11646. About Fairies. By James H. Rogers. Op. 31. No. IV. Church Co., Cincinnati.

11647. About Gipsies. By James H. Rogers. Op. 31. No. V. Church Co., Cincinnati.

11648. About the Olden Time. By James H. Rogers. Op. 31. No. VI. Church Co., Cincinnati.

11649. Commonwealth. March and Two-Step. By R. B. Hall. Church Co., Cincinnati.

11650. Dog Pedigree Chart. John Allison Cunningham, Toronto.

11651. Blank Business Forms to accompany Sets in Practical Bookkeeping for use in Public and High Schools. By J. S. Black. Copp, Clark Co., Toronto.

11652. The Forfar Kindergarten Music System Songs and Recitations. Composed by James E. Forfar, M.D., Toronto.

11653. The Manitoba Digest, 1875-1899, of the Cases reported in Volumes Temp Wood and I-XII of the Manitoba Law Reports. Compiled by Allan C. Ewart, barrister-at-law. Law Society of Manitoba, Winnipeg.

11655. Oxydonor. Circular. Dr. H. Sanche & Co., Montreal.

11656. Grafton's Exercises in Arithmetic, No. 5. Book. Herbert J. Silver, Montreal.

11657. Divine Worship in connection with the Presbyterian Church in Canada. Westminster Co., Toronto.

11658. Group Picture of Sir Charles Tupper and Hugh John Macdonald. Photo marked A. William Notman & Son, Montreal.

11659. Group Picture of Sir Charles Tupper and Hugh John Macdonald. Photo marked B. William Norman & Son, Montreal.

11660. Morang's Reading Cards: Animal Kingdom. Series A and B. Morang & Co., Toronto.

11661. Melody Pictures. For Little Players. By Margaret R. Martin. With preface and notes by Jessie L. Gaynor. Church Co., Cincinnati.

11662. Quisante. A novel. By Anthony Hope. William Briggs, Toronto.

11663. Blank Books for Sets in Practical Bookkeeping, Invoice Book Instructions. Copp, Clark Co., Toronto.

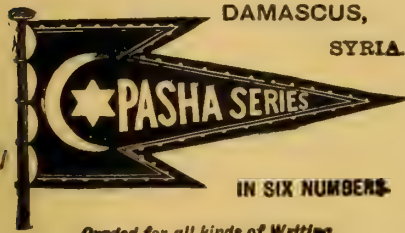
INTERIM COPYRIGHTS.

656. Soldiers of the Queen. Pack of cards. Frances A. and Lillian J. Clarke, Victoria, B.C.

657. Hiawatha: An Ojibway Indian Play. Drama. L. O. Armstrong, Montreal.

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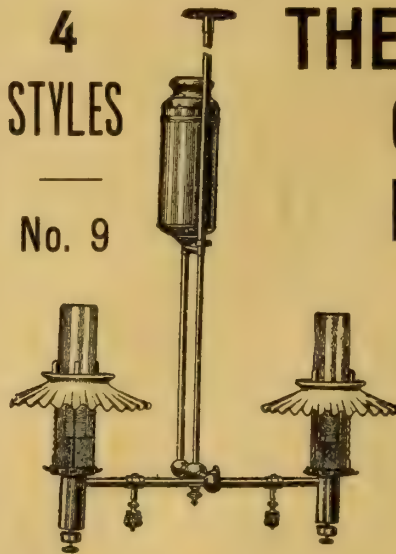
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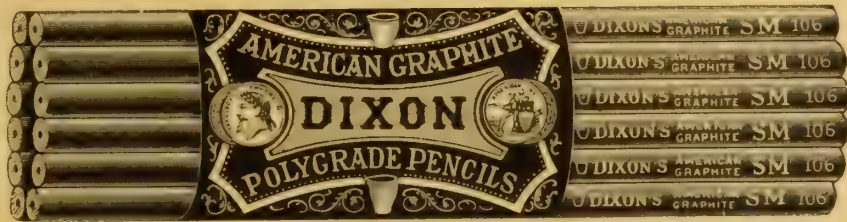
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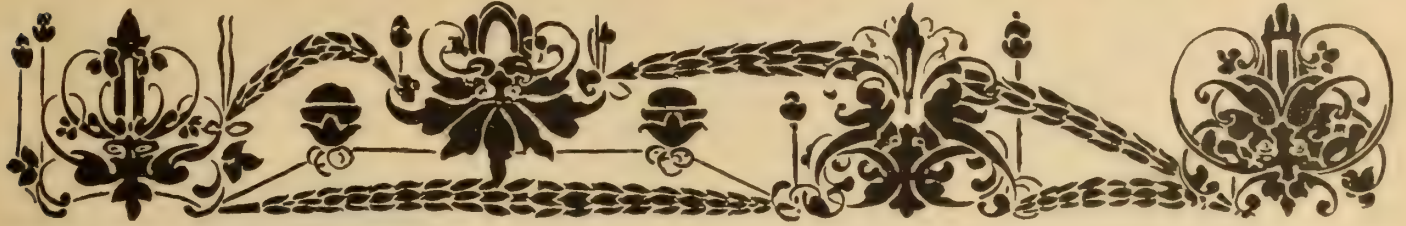
THE COPP, CLARK COMPANY,

Limited,

PUBLISHERS,

TORONTO.

The Bookseller and Stationer



Vol. XVI.

TORONTO AND MONTREAL, CANADA, NOVEMBER, 1900.

No. 11.

THE SALE OF SCHOOL TEXT BOOKS.

Suggestions and Comments by Several Ontario Booksellers on the Effect of Changes.

IN the last issue of THE BOOKSELLER AND STATIONER reference was made to the School-Book Question in Ontario, and to the fact that many dealers were not satisfied with the present system. It was also pointed out that a discussion in these columns by the trade might result in some valuable suggestions which would remedy the present grievance, which is, that the dealer is continually suffering loss from dead stock when changes are introduced by the Department.

We have received letters from several leading booksellers throughout Ontario who do a large trade in school books, and these letters will be read by the trade generally with considerable interest.

It will be observed that Mr. Nelles, of Guelph, offers a working plan which would reduce the difficulty to a minimum.

Mr. Hamly, of Picton, also contributes his views on the present situation, and announces his willingness to join with others in conferring with the authorities.

Mr. Wilson, of Seaforth, also writes a very practical letter which will stimulate the discussion.

Messrs. Stratton & Co., of Peterborough, are among those who have not felt the difficulty as greatly as others, as their letter shows.

We invite further correspondence in order that the trade may thoroughly ventilate their views before a definite conclusion is arrived at. It seems to us that a meeting of the trade, later on, in some central point, say, London, Hamilton or Toronto (perhaps Toronto preferably, since the Department of Education could be seen

at the same time), might be arranged, and every detail of the question should be gone into. No doubt, as one of our correspondents says, it might be hard to find a plan to satisfy publisher, dealer and public alike, but there is no reason to think that an improvement on the present system cannot be arrived at, if the views of all are exchanged beforehand, and a plan carefully thought out.

We give the following letters, therefore, as valuable and practical contributions to this discussion.

MR. NELLES, OF GUELPH.

"In regard to the question of changes in text books for schools it will be found very difficult to find any means that will solve it satisfactorily to three such different classes as publishers, dealers, and the public so that a loss may not be sustained by any one of the three.

"I do not think the six months' notice of a new book would help anyone, as it would occur, say, in the middle of a school term and it is impossible to clear any stock for some months previous to the Summer vacation.

"However, I offer the following plan, which I think could be made feasible and also work as nearly satisfactorily as it is possible to have it.

"When a new book is authorized for use have the Department of Education authorize it for, say, a period of five years, and, at the end of the term, if satisfactory, have it reissued in terms of, say, three years until a new book should be gotten out to replace

it, each book so authorized to have printed on the title page the following :

Authorized by the Department of Education for Ontario, the twenty second day of October, nineteen hundred, to be used as a text book for the period of five years from the above date.

"Under this system the publishers and dealers, for a year ahead of the expiration of any term, could govern their stocks accordingly and have no excuse for a heavy loss should a change occur, as, by glancing at the first page in any book when ordering their stocks, they could make inquiries of the publishers of near the end of a book's term and find out any changes that will likely take place.

"I would also ask your valuable space and time to suggest that the English Literature be not changed yearly but make it good for at least two seasons, and that the French and German be at least three years, as the greatest loss occurs in these books, no dealer being able to carry a proper stock and not sustain a loss of at least one or two copies annually. I should not say no dealers, but outside booksellers, as Toronto dealers and departmentals should never sustain a loss as they have a telephone and the publishers at their doors to order daily only what they need.

"No wonder they offer 20 per cent. discount to the public of Ontario, when they save all loss on freight, boxing and surplus stock, and receive cash with each order, an item to a dealer 50 miles from Toronto of nearly 10 per cent. Again regretting the length of my letter and hoping some benefit may be derived from this discussion,

"I am, yours truly,

"CHAS. N. NELLES,

"Guelph."

"Guelph, October 22, 1900."

MR. HAMLY, OF PICTON.

"Re school book question. I certainly think that some united action might be taken by the trade, and have no doubt but

that the Department would satisfactorily meet its wishes.

"In most cases, when a change of book takes place, even with notice, some loss is bound to take place or lose sale of books. When the public school geography was contemplated, I was out of the old ones and would tell my customers that a new one would be out beginning with the next term, but invariably they wanted the old one anyway.

"I would advocate a notice of at least a year to the booksellers and publishers only, the second half of the year through which to lessen stock of any book to be changed.

"Also, why change a book so often? The public school geography had a run of, say, 15 years and probably was needed, but the new French and Latin change was sprung on us all without notice and when my stock was particularly heavy; also the German, which is about ready.

"The old stock is of no use, for the teachers know of a new edition to be ready soon, but will not commence a class until it is ready.

"In the case of these last three text books, there was no reason why the change could not have taken place next year and notice given to us. A scholar, as a rule, would only use the above one year and be through with same and so would not feel any personal loss.

"I would be glad to help urge on the Department any changes you think best in order to provide a remedy.

"Yours truly,
"J. W. HAMLY."

MR. WILSON, OF SEAFORTH.

"In regard to the loss sustained by the trade on account of frequent changing of text books in our schools, it's an old sore and one very difficult to cure.

"The Department must maintain the prestige of our educational system, and not allow our boys and girls to be at a disadvantage through the use of inferior books. But, at the same time, they ought to deal fairly with both publishers and dealers.

"I do not think that a public announcement six months before the book is authorized would be at all satisfactory; in fact, that would, I think, simply aggravate the present situation. As I often find it, teachers get the information that a new book is coming out, whether from inspectors, educational journals or publishers, it does not matter, they get it, and the consequence is that (particularly in public schools) promotions in that subject cease, and no more books are purchased. They struggle on with what they have until the new book comes out, which in many cases entails a heavy loss on the dealers, although the trifling

cost to each individual pupil would have been doubly repaid by the regular work of the school continuing, each pupil supplied with the text book still in use.

"I think that if the Department mailed a confidential circular to each bookseller, wholesale and retail, in the Province, six months before the new book would be permitted, or secured a permanent space in THE BOOKSELLER AND STATIONER for the express purpose of announcing such changes, giving the name of book to be replaced, title of new book, publisher and price, when it may be used, and when it must be used, then, at the expiration of that six months, the inspectors and educational journals might announce that a new book was ready, and use of it would be compulsory after six months.

"This to my mind would be an improvement, although no doubt there will be objections to this plan. I give it for the purpose of encouraging discussion on the subject, trusting that some remedy may be found that will lessen the evil.

"Yours truly,
"ALEX. WILSON."

"Seaforth, October 23, 1900."

STRATTON & CO., OF PETERBOROUGH.

"Re changes in Ontario school text books, we might say that we do not see that we have any very serious complaints to make, as we have always found that the publishers have been willing to give us any information asked for in regard to forthcoming books.

"We think a great many of the losses are caused through carelessness. We would not be in favor of the Department publicly announcing the changes six months ahead of time, as it would, no doubt, interfere with the sale of the old books during that period.

"Yours truly,
"A. H. STRATTON & Co."

"Peterborough, October 31, 1900."

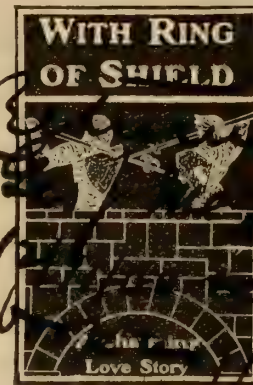
THE NEW WEBSTER'S.

The first Webster's International Dictionary was published 10 years ago, and, notwithstanding its completeness, the numbers of words and phrases which have since come into the English language render it necessary to make additions to it if it is to keep its name of the standard dictionary of the language.

Accordingly, in the new edition there are 25,000 additional words, phrases and definitions, and the illustration plates have been renewed throughout. It retains all the excellencies of the old International, with several new ones. The ideas and principles are the same, and the scholarship and knowledge employed in producing the present edition surpasses even that of the first International.

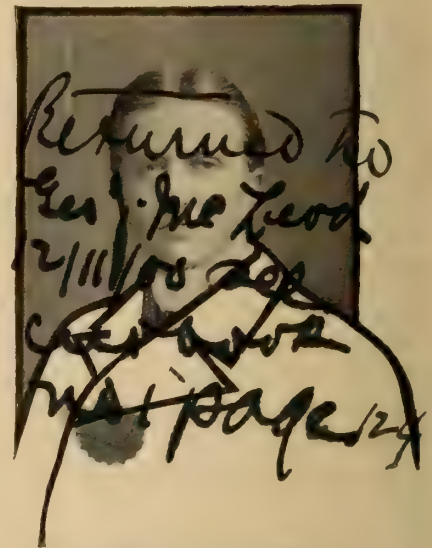
NEW NOVEL BY A CANADIAN.

There are many historical romances in the fiction of to day, and all of them are not well done. "With Ring of Shield," by Mr. Knox Magee (Toronto: Geo. J. McLeod, cloth, \$1.25, paper, 75c.), is,



however, a novel of real dramatic power, entertaining, vivid and picturesque. It is a tale of the days of Richard Crookback, the last of the Yorkists. The fortunes of two knights, Sir Frederick Har-

leston and Sir Walter Bradley, are traced throughout the stormy reign of the bad king. Fate ordains that they champion the cause of King Edward's widow and her two sons, who ultimately fall into the hands of their murderer-uncle. Bradley is sent to the Tower. His escape is thrillingly told, but he and his lady-love fall into the hands of a bitter enemy, Catesby, one of Richard's creatures, and the persecutor of the Lady Hazel. The finale comes with the fight at Bosworth Field, the lovers are reunited, and the long peace that settles down on England at the accession of Henry VII inspires Bradley, in his old age, to



MR. KNOX MAGEE,
The new Canadian writer and author of
"With Ring of Shield."

recount to his sons the doughty deeds of his youth. It was the period of blood and iron, when the sword was seldom sheathed, and men in armor fought in the forests. Mr. Magee has evidently studied his materials with care before using them, and reproduced the terrible features of the time with vigor, but without repelling the reader. The author, who is a Canadian, has, in this, his first tale, given evidence of talent above the ordinary, and the novel is a strong and able piece of work for which, without exaggeration, a considerable success may be predicted.

BOOKS AND PERIODICALS.

NEW CANADIAN
WORKS.

Among the announcements made by Wm. Briggs are several Canadian books. The second edition of Barlow Cumberland's "History of the Union Jack" is now ready. It is greatly improved on the first edition, and comprises nearly 100 pages more additional illustrations. Mr. Cumberland has packed into the 324 pages of his book a wonderful store of interesting information about the old flag. It is a book that no school, public or private, in all Canada should be without. The Provincial Government might spend money much more unwisely than in placing this book in the schools under their care. Sad to relate, the average Canadian is as ignorant of the origin and history of his flag as he is enthusiastic about it.

A book of nursery rhymes of unique interest is now in the press and will be ready in good time for the holiday trade. It is entitled "Mother Goose's Bicycle Tour," and is the work of Mrs. M. A. Bonnell, of Bobcaygeon. The unique feature of the book is that the verses are partly in English and partly in French. Many of the familiar Mother Goose rhymes are served up in this form, and the book undoubtedly will be, as its author intended it should, a useful help to students learning French. The illustrations are numerous and cleverly drawn, particularly the humorous ones. It is a book that will delight the children, even though they may not understand the French. The latter difficulty, however, is overcome by a glossary, in which Mrs. Bonnell has entered all the French phrases with their translation into English.

Miss Sara Mickle, who collaborated with Miss Fitzgibbon in the Cabot calendar, and next year issued another Canadian calendar entitled "Historic Days," has prepared one for 1901 that should be immensely popular. It is entitled "In Her Days," and its dates record leading events in the reign of Her Majesty the Queen. In these all parts of the Empire are represented, and each of the calendar pages is devoted to a separate country or colony. Miss Mickle has caught the spirit of the time. Her calendar is a splendid contribution to the new Imperialism. As a work of art it is as fine a specimen of lithographing, in design and execution, as we have seen. The Toronto Lithographing Co. certainly have done excellent work. It is interesting to note that the event recorded for November 5—

the day of the return to Toronto of its quota of the Canadian contingent—is that of the battle of Inkerman. The calendar is a most valuable compend of British history in the last 63 years. Miss Mickle deserves great credit for the happy idea of the calendar itself and the painstaking work of compiling it.

THE COPP,
CLARK Co.'s
LIST.

Several books in the important list of The Copp, Clark Co., Limited, have appeared and give proof that some of the best-selling books of the season are coming from this house.

The first of these is "Tommy and Grizel," which is one of the most humorous and yet pathetic stories that has appeared in many years, and is in many ways the best book which Mr. Barrie has written. In advance of publication 62,000 copies were sold, and there can be little doubt that the book will go on selling for months owing to its inherent brightness and attractiveness. The author develops Tommy into a brilliant literary man with some of the good qualities of his youth, but also what looks to be a strain of worldliness in his composition. This in the end brings him and Grizel a great deal of unhappiness, and in the last chapter of the book Tommy dies. But there is so much enjoyableness in Tommy's rise to fame and in his wooing of Grizel that the book can hardly be called a sad one.

THE REIGN OF LAW, which is having a remarkable sale in England, as well as in Canada, has reached its 100,000 mark, and may, therefore, be considered one of the reigning favorites.

DR. MITCHELL'S MASTERPIECES.—In "Doctor North and His Friends," just issued, there is something so unique that it is really a class above the ordinary novel. The writer of this paragraph has never read a more charming book of the kind, which embodies the scholarship, the experience and the taste of a cultivated man in a connected story of which the chief features are character-studies and witty dialogues. Imagine a band of well-bred people who discuss every question under the sun, bringing to bear a great deal of light and learning on each subject, with such a spice of delightful humor that you are laughing half the time, and you will get an idea of Dr. Weir Mitchell's new book.

A companion volume to this is Dr. Mitchell's "Hugh Wynne," a new Cana-

dian copyright edition of which has been issued by The Copp, Clark Co. This historical novel has been cordially received as an excellent picture of the Revolutionary War, and it is written with the author's well-known charming simplicity of manner.

The cable news of November 3 announces the appearance in England of Maurice Hewlett's new book "Richard Yea and Nay," and we may be sure that it is creating a stir in London or it would not be spoken of by the cable correspondents. The story deals with the same period of English history as "The Forest Lovers."

THE CRISIS.—The author of "Richard Carvell," of which 350,000 copies have been sold, has written a new book called "The Crisis," which promises to repeat his former success. It is a story of the period of the Civil War in the United States, and such characters as Lincoln, Grant and Sherman figure in it. The work will be finely illustrated.

THE AUTHOR OF "JANICE MEREDITH."—In Canada several historical novels by Paul Leicester Ford and other writers have been notably successful, such as "Richard Carvel," "To Have and To Hold" and "Janice Meredith." Their tone and style are distinctly not "Yankee" or they would never have been so popular. This breadth of view in United States writers makes for success, and Mr. Ford's new novel, "Wanted: A Matchmaker," which is a Christmas story, should have a good Christmas sale.

MARION CRAWFORD'S NEW BOOK.—Mr. Crawford continues to do his best work. His "In the Palace of the King" is a romance of Spain in the days of Philip II, and is full of vivid action, plots and fighting.

COLOR ILLUSTRATIONS IN NOVELS.—What makes H. T. Stephenson's "Patroon Van Volkenberg" of special interest as a selling book is the fact that its illustrations are finely done in color. We have seen specimens of these and they are beautiful. The story is of New York in colonial times when the Dutch element was an important factor. The hero is a notable character who carries on smuggling operations and whose career is a remarkable one, the whole atmosphere being something fresh in fiction. Equally attractive as regards color illustrations is "The Old Gentleman of the Black Stock," the author's most highly-praised story, which promises to be even more popular than "Santa Claus's Partner," the sales of which have reached 25,000. A particularly fine edition is being prepared, and the illustrations in color are by Howard Chandler Christy. The old gentleman and his black stock will figure prominently during the Christmas book sales. The Copp, Clark Co. are to be congratulated on this new

BOOKS AND PERIODICALS—Continued.

feature in popular fiction. It will greatly help sales.

NEW MILITARY BOOK.—Lieut. Winston Spencer Churchill, M.P.'s last military book "From London to Ladysmith via Pretoria" was very popular in Canada, and his new book, "Ian Hamilton's March" is a series of letters reprinted from *The Morning Post*, with a number previously unpublished, and the diary of an officer formerly prisoner of war at Pretoria. This diary promises some interesting revelations. The book contains a portrait of General Hamilton, also colored maps and plans of battles.

THE HOUSE OF EGREMONT.—The Copp, Clark Co. have also just issued this new novel by Miss Molly Seawell. It is a romance of the 17th century, dealing with the friends of the exiled Stuarts, and is full of adventure. It is a period to which Miss Seawell has given special study, and which always exerts a great fascination. The book is a long story and contains good work.

A BOOK ON CHINA.—A timely production is "The Chinese Problem," by Chester Holcombe, who lived for years in Peking, connected with the United States Legation, who knows the Chinese language, and has written another book on China. The present work goes into the present characteristics of Chinese national life, and fully expounds the secret societies which are the active force in the present uprising. It is an informing and practical book.

A WOMAN TENDERFOOT.—G. N. MORANG & CO.'S NEW LIST. By Grace Gallatin Seton-Thompson, will, without doubt, be one of the most active sellers of this season. Mr. Ernest Seton-Thompson, who has taken the public by storm with his "Wild Animals I Have Known," "The Biography of a Grizzly," etc., has the good fortune to possess a wife who is an ideal partner for all his triumphs. The hands of the pair are visible in "A Woman Tenderfoot," for, while the wife writes bewitchingly, the husband draws in the most masterly and entertaining way. They have also summoned three other very clever artists, namely, E. M. Nashe, S. N. Abbott, G. Drift. The volume contains no fewer than 150 illustrations, which are all worthy of inspection by the most demanding of critics. Good type, fanciful page headings, wide margins, decorated with sketches that illustrate the letter press, are among the charms of this remarkably taking work. There are seven full-page drawings, each of which is a notable work of art. It is one of the choicest \$2 books of the season, and we understand that the advance orders have been large.

COMMITTED TO HIS CHARGE makes its appearance in cloth at \$1, bearing as a side decoration a portrait of Dulcissima Sweeting, who may be regarded as the heroine of the story. The book is well printed and put out of hand, and it is a bright and attractive story of Canadian practical life. The dialogue is witty, the character drawing is good, and the Misses Lizars, who have already shown their quality in "The Days of the Canada Company" and "The Humors of '37," here display a keen insight into the human nature that circles about a Canadian county town. The book is published in England by Greening & Co., and is having a good sale.

MISS BRADDON'S NOVEL.—The binding of the paper edition of "The Infidel" strikes us as something entirely novel in the output of fiction. It is in sharp contrast to the highly-decorated covers now in vogue. It is, in short, distinctive and high class, and, lying on the counter with other novels, will at once challenge a book-buyer's attention. The binding of the cloth edition is also equally attractive, so that on the outside the appearance of the work gives the author a good introduction to the Canadian market. On reading the book we are pleasantly surprised, and rise from its perusal feeling a great respect for Miss Braddon's powers as an historical romance writer. She has certainly collected her material with the greatest industry and used them with masterly skill. Readers must put aside preconceived ideas of a sensationalism and melodrama, though such were justified by her earlier novels. They may, however, remember that Miss Braddon always wrote good English; that she was admired by Lord Beaconsfield as among the few great women writers of the century, and that she not only in her first attempts "captured the crowd," but had a respectable following of the more discriminating. The fact, no doubt, is that Miss Braddon knew what she was doing, and for years wrote novels with the direct intention of obtaining for them the largest possible circulation. In "The Infidel" there is no diminution of interest, but there is perhaps a more considerable exercise of powers which she did not previously display. It is the strangest thing in the world to find the author of "Lady Audley's Secret" touching the deeper problems of the soul, but she does so in the most interesting way. We predict that when "The Infidel" becomes known it will have a very large sale and be remembered in future years when "Lady Audley's Secret" and "Aurora Floyd" are only misty abstractions.

IN THE LANE THAT HAD NO TURNING Gilbert Parker comes before the public with a collection of short stories that have a con-

necting thread, and which display his complete and comprehensive acquaintance with life in the Province of Quebec. The manners customs, dialect, are all at his fingers' ends, and he deals with the seigneur, the peasant and the priest in a way both masterly and entertaining. There are five or six other stories that surpass anything that has hitherto been produced under these circumstances that are fully equal to anything that has come from his pen. While an atmosphere of romance envelops the book, it is very artistic in its use of the abundant materials it commands. There are in this volume 20 stories, and six shorter ones to which Dr. Parker appends the title "Parables of Provinces." As rounding up the series of novels that he has given us relating to Quebec, this volume will be welcomed by every admirer, especially as it is understood that the author announces this is his last effort in that direction. If, however, he finds any time to spare from the Parliamentary duties he has assumed it will be devoted to another department of life. The book is having a very extensive sale throughout Canada.

SOLDIERING IN CANADA.—Lieut.-Col. George T. Denison's "Soldering in Canada" is being mentioned with much favor by the English reviewers, who thus corroborate the judgment already passed on this work by the Canadian press. It is steadily making its way, and has afforded many booksellers the opportunity of exploiting the large market that exists in Canada among military men. While it is intrinsically interesting to the general reader, it, of course, appeals to those interested in our militia, and, as there about 60,000 gallant men in the Dominion who either are or have been connected with that organization, booksellers should have no difficulty in placing a few score or hundreds of this

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RED ROCK, by Thomas Nelson Page. New edition. **Cloth, \$1; Paper, 75c.**

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By HAMILTON DRUMMOND.

This is a fascinating historical romance with "Henry of Navarre" as its central figure.

THE GATELESS BARRIER Paper, 75c. Cloth, \$1.25

By LUCAS MALET.

The Toronto Star says: "This book is one of the best products of modern fiction."

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BOOKS AND PERIODICALS—Continued.

lively and fascinating book on the rise and progress of the Canadian militia.

Another book issued by Morang & Co., which will sell during the Christmas season, is the captivating edition of "Lullabyland," by Eugene Field. That this lavishly illustrated, finely decorated, gilt-topped volume is produced for the low retail price of \$1 is a fact which will commend it to many purchasers. It is a collection of some of the best of Eugene Field's delightful childhood poems.

WM. BRIGGS' NEW LIST.

THE MASTER CHRISTIAN continues to be the most talked-of book of the year, and flourishes in spite of the critics. Several of the latter have shown themselves very small in their studied attempts to belittle the book. Miss Corelli, however, can afford to let them sneer, while the presses are humming on successive editions of her book. They find themselves up against the problem how to write a story that will sell as well.

A GENTLEMAN FROM INDIANA is now in its third Canadian edition, and is growing in popularity. One of the critics has hailed it as "the" great American novel.

Anthony Hope's new novel, "Quisante," shows Anthony Hope at his best. It has been praised as a novel for election times. We should imagine, however, that the last resource of a politician seeking rest during an exciting struggle would be a story of politics. As a novel to be read after the election, "Quisante" can be honestly recommended. It is a study of certain tendencies in present-day politics, which demands the attention of all thoughtful men. Though Mr. Hawkins is too clever an artist to obtrude a moral, it is here plain enough in his story. Quisante is a political adventurer, a man of great ambition and few scruples, of tremendous self-confidence and pushfulness, and no manners or fine feelings. He is undoubtedly clever, and he has "moments" of political exaltation in which not only his supporters and acquaintances, but his opponents come, for a time, under the spell of his personality. With many weak points, without social connections, or even financial solvency, he yet takes a leader's place in "the gentlemanly party," is, in fact, a coming Prime Minister. To the astonishment of society, he is accepted in marriage by the beautiful Lady May Gaston. She sees his shortcomings, but believes that under the influence of her love he will become a man worthy of his prospective great career. She fails dismally. Instead of raising him, she is herself dragged down to be accessory to things which, if not punishable in the law courts, are inconsistent with high principle.

The end of it all must be left untold here. There are many interesting people in the story, among them being Weston Marchmont, the Party Whip; Old Foster, the Methodist "President" of the Party Association in Quisante's constituency; and last, but not least, the adventurer's old aunt. While Mr. Hawkins continues to write novels like this, he is, perhaps, doing as good service outside as inside the Parliament, which, after more than one attempt to reach, he has now become a member of in the late elections.

LIFE IN ZORRA.—Rev. Dr. MacKay, of Woodstock, whose "Pioneer Life in Zorra," issued last Autumn, found many appreciative readers, has written another Zorra book. In this he gives racy biographical sketches of the lives of certain natives of that fine old township who have won honorable distinction. The book is entitled "Zorra Boys Abroad." Zorra, whose contented people complacently believe theirs is the banner township of the banner county of the banner Province of the Dominion, certainly has contributed its full share of men—millionaires, judges, professional men and merchant princes—to the ranks of those who have won distinction in their own and other lands.

TWO RELIGIOUS BOOKS.—Two notable religious works are also announced from the press of Wm. Briggs. One is a work entitled "Messiah's Second Advent: A Study in Eschatology," by the Rev. Calvin Goodspeed, D.D., Professor of Systematic Theology in McMaster University. The other is "Old Testament Sacrifices," by Rev. D. McKenzie, Toronto. Both are timely and dealt with by men well qualified to write on the subject.

THE W. J. GAGE & CO'S LIST. As mentioned last month, the Fall announcement of this house is attractive in form and strong in the way of first-class authors, among whom may be counted Israel Zangwill. His new book, "The Mantle of Elijah," will be issued this month. As shown in "The Master," in "Dreamers of the Ghetto" and other works, Mr. Zangwill writes with great vigor and energy, and impresses his reader at once. He has the versatility born of his experience as teacher, journalist, editor, essayist, poet and novelist, in addition to that gained as a popular lecturer in Great Britain, Holland, Palestine and the United States. No wonder that he has an abundance of interesting material for a good story, and that the narrative is rich in theatrical climaxes. The heroine is a woman with high ideals and lofty aims in life; there is a charm, even a fascination, in her presence. Her husband is a politician, her father an English states-

man, and her friend a poet. The situations evolved make the story full of life. The book gives a powerful picture of some phases of English political and social life as it is to-day—a picture that is sure to arouse discussion in many quarters.

STRINGTOWN ON THE PIKE is quite a different novel; in fact, as different as possible. In it, Professor John Uri Lloyd has given us a study of life and scenes in northern Kentucky. In and about that village are gathered every type of Kentuckian, each type instinct with the passion and the prejudice that ruled it. They are not phantoms of the brain; they are real people slightly idealized; none of them is perfect in goodness, none of them wholly sunk in iniquity. And when one comes to the end of the book their individuality is so sharply distinct that one views in the village a microcosm of old Kentucky life in which are condensed the history, the passions and the peculiarities of a bygone generation. The heroine, the judge, the professor, the colonel, the minister, the old villagers and Cupe—when we come to look back over them all, we can scarcely find one whom we feel disposed to judge harshly. The passion of love thrills through the whole—the pulsing, passionate love of men and women who do not suspect, in their innocence, that love is a synonym for pagan lust. It is a strikingly-original handling of a theme not often treated in fiction. The advance sales in America are 12,000 copies, and the book bids fair to rival his former work, "Etidorpha," which ran through 10 or 12 editions of as many thousand each.

LORD JIM.—In this book we are off to sea with Joseph Conrad for guide, one who knows the witchery and mystery of the sea as well as any of the masters, such as Maryatt, Kingsley and Stevenson. The vast Pacific is around us as we tread the deck with a splendid young seaman who has a habit of dreaming of the day when a great emergency will arise. We are present at the critical moment and observe exactly the effect it has on the hero. The book is sure to be popular with all who enjoy a vigorous tale of adventure told with all the fascination of Joseph Conrad, who is recognized as the successor of R. L. Stevenson and is placed by the critics at the head of contemporary writers of sea stories.

A KING'S PAWN for a land story of adventure can confidently be recommended to any reader. Few historical novels ever written are more readable than this one which gives a glimpse of the life and times of the famous Henry of Navarre a few years before the battle of Ivry. The wonderful attachment of the two old comrades-in-arms and their willing self-sacrifice to save each other's lives are as interesting as

the simplicity with which they disclaim all credit for their heroism. Donna Teresa's dark shadow stalks everywhere, mostly in the distant background, but latterly she steps into the front line where our heroes drink in silence the toast "To the Vengeance of Teresa Saumarez!" The suspense at Chateau Lignac is intense, and at times really terrible, but it is everywhere perfectly sustained. Mr. Drummond will probably never be able to excel some of the pages in the last chapters of the book. Claire de Lignac is as fair a heroine as

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BOOKS AND PERIODICALS—Continued.

could be desired, and Pierre Salces as black a villain; among them all stands Henry, every inch a king. The easy, gossiping style of Blaise de Bernauld carries the reader along through all the swift changes of scene without any visible attempt to capture his attention.

SONS OF THE MORNING.—In *The Morning Post*, a few weeks ago, Mr. Alexander Stuart gave a very extended and extremely candid review of "Sons of the Morning." Of Honor Endicott, he writes: "A woman, pure, humorous, physically and mentally supple and healthy, sympathetic and frank. * * * Honor Endicott, a preplexing, dazzling, annoying creature—but you cannot help loving her." *The London Morning Post* says: "Christopher Yeoland is a masterly creation," and that "These rustics are a wonder and a wild delight." Mr. Phillpotts has written many good books, he is a worshipper of Nature and is familiar with a multitude of her details that are hidden from the mass of mankind. His humor also is a most charming gift because it is so gentle, and subtle and true. His knowledge of human nature and his perception of character are undoubted, and he has never shown them to more advantage than in the minor characters that form a sort of accompaniment to the three leading ones—Churdles Ash, Jonah Cramphon, Henry Collins, Samuel Pinsent, Little Tommy Bates, and the rascally Gregory Libby—who can avoid laughing as he recalls them all?

The second edition in both Canada and the United States of "The Girl at the Halfway House" shows that Mr. Hough's readers are still following him. No other book of the year seems to have appealed more widely, for both young and old find delight in the vigorous sketches of Mr. Hough. There is a sort of velocity about his style that just suits the rapid changes he describes. The pathos is here and there quite touching, and the incidents of adventure are of the kind relished by ambitious young people of robust vigor and with plenty of animal spirit. Every reader will acknowledge in Colonel Henry Buttersleigh a compound of some of the finest qualities of the Irish race. The portrait of him is perfect to the last line. His final success is one in which the reader takes a peculiar pleasure.

A DAUGHTER OF WITCHES.—Miss Joanna E. Wood, of Queenston, Ontario, is becoming well known in the English and American magazines, perhaps better known than in her own country. However, her story in *The Canadian Magazine* has given her an effective introduction to our people who are showing their appreciation of "A Daughter of Witches" since its appearance in book form. This domestic tale appears to meet with general approval from the reviewers on both sides of the sea. Temperance Tribbey and her bashful suitor are

certainly a very amusing pair, and some of her sharp sayings are as pithy as proverbs. The mesmeric machinery of the story might seem rather hard to understand if it were not introduced by skilful stages that make it seem quite natural.

FOOTSTEPS OF A THRONE.—Another successful romance is Max Pemberton's story, "The Footsteps of a Throne," of which the second edition was issued in England immediately on publication. Mr. Pemberton's previous experience with a Russian romance, "Kronstadt," has enabled him to catch the very tone and atmosphere of Russian officialdom and to improve on his former effort. The sleighing, skating, etc., about Moscow remind us pleasantly of our own Winter sports, and the old Doctor is about as good a detective as we can reasonably hope to meet, and the love story is satisfactory from the first word to the last—"Ivor—husband—the night is no more!" This book seems to have become as popular as its predecessor.

F. H. REVELL
CO'S LIST.

What will likely prove one of the most successful books of the year is "China's Only Hope," just published by the Revell Co. One of the *New York papers*, in a two-page review, says: "It astonished the kingdom, it convulsed the empire, and brought on

the war." Further, it says: "No book, perhaps, since the Bible, has had such tremendous and far-reaching influence on the world, both civilized and barbarous, as this volume by the Emperor of China. It convulsed the Celestial Empire; startled viceroys, mandarins, and the common people alike. It struck at the very root of all that is jealously held dear to the Chinese heart." Another review says: "The viceroy turns the searchlight upon western civilization and finds what are, in his mind, many strong reasons for their leaving China to work out her own destiny. The book is a statement of the Chinese question from the Chinese standpoint, and, being from the pen of a noted viceroy, it will prove fascinating reading at a time when all eyes are turned on China." The book is listed at 75c.

INDIAN WOMEN.—A book that will doubtless excite great interest is "The Wrongs of Indian Womanhood," by Mrs. Marcus B. Fuller, which has just been issued. The whole subject of domestic life in India, particularly among the Hindus, is thoroughly discussed, and the relation of the Hindu woman to the domestic circle and to the Indian Government is set forth in a way that is full of pathos and interest. The book is well gotten up and well illustrated. Price \$1.25.

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For the Christmas trade of 1900, The Publishers' Syndicate have a list of artistic and interesting books. Miss Esther Singleton, whose name is becoming very widely known, has sent out another work entitled "Wonders of Nature," containing accounts of the greatest and grandest natural aspects of the world, as described by famous writers. Like its predecessors, it is beautifully bound, and is admirably illustrated with many half-tones. It will, without doubt, be a favorite. Miss Singleton's other books are "Paris, as Seen and Described by Famous Writers," "Great Pictures Described by Great Writers," and "Turrets, Towers and Temples," all of which have been published within the past year, the first named being of very recent issue. All these books are in the Christmas list of The Publishers' Syndicate.

THE WEDDING DAY IN LITERATURE AND ART is a work which takes high rank among the gift books of the season. It is by C. F. Carter, and contains a delightful series of extracts from great writers upon the subject indicated by its title. It is profusely illustrated with half-tones from well-known pictures appropriate to the subject.

No boys' book in years past has exceeded in interest "The Boys' Book of Inventions," by Ray Stannard Baker. Its fascination has been almost unlimited to boys, while its influence has been healthy and good. It opened the vistas of modern science to the eager eyes of youth, and told in graphic manner of what human ingenuity has done for the human race. This book is on the Christmas list of The Publishers' Syndicate, and beside it is a companion book by Tudor Jenks, entitled "The Boys' Book of Explorations," which promises to have an equal success. Both these books, it can be truly said, should be in the hands of every boy in the land, if such a thing were possible.

MONTREAL BUSINESS DIRECTORY.

John Lovell & Son have just published their thirteenth edition of Lovell's Business Directory, containing an index to streets, tariff of Customs, and names, business and address of every firm or person doing business in Montreal. It is corrected up to July 1900. A miscellaneous directory has been compiled with great care and adds to the book's worth. A guide to streets will serve as a handy reference. The binding is tasty and reliable. In board, the Directory sells for \$1.50—400 pages.

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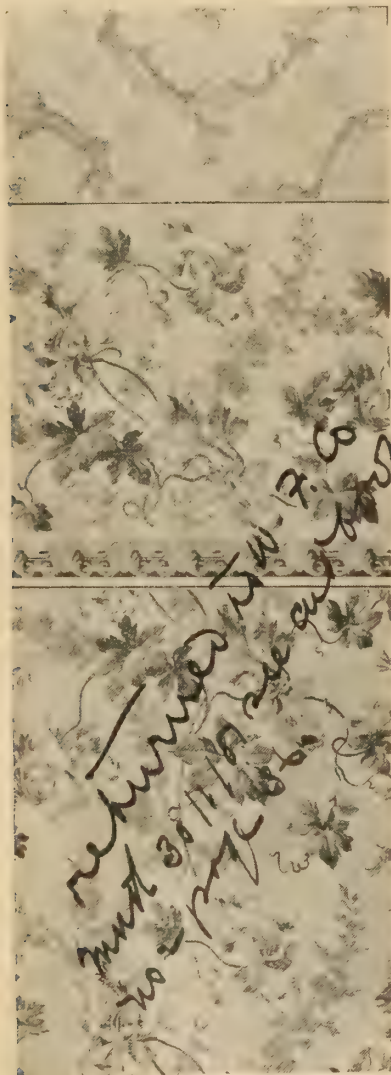
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THERE is another new disease, says Pearson's London Magazine, and this time it has no connection with microbes of any sort. It is the wall paper disease, though that is not the scientific name of it. The discoverer is an American physician,



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and from his accounts of it there is reason to fear that it is very prevalent, and very disastrous in its results.

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wall paper. No matter what the figures on that wall paper may be, provided they are not merely geometrical lines, the patient presently discovers that one of them represents a human face. This rather amuses him, and he searches further in the hope of discovering another face. In this effort he is invariably successful, and, without knowing it, he is also in the grasp of the new disease. Every morning before he gets out of bed he tries to find new faces in the wall paper, and he never fails to find them. The discoverer of the disease mentions one patient who in the course of about five months found 78 human and 24 animal faces in the wall paper of his bedroom.

You will say that the habit of looking for faces in the wall paper does not constitute a real disease. But that is because you have not read the learned physician's powerful pamphlet on the wall-paper disease. He shows that this habit becomes so strong as to render the victim a helpless slave. He lies in bed for hours in the morning, simply to look for new faces. He lies down in the afternoon under the pretext of resting himself, but in reality in order to study the wall paper.

After a time, the faces which at first were only amusing grow to seem terrible to him. He discovers demons and horrible snake-like animals on his wall, and the more he looks at them the more terrified he becomes. Gradually, he finds himself unable to sleep because of the fascination which compels him to keep his gas burning in order that he may look at the faces which he fears. After the disease has run its course for about a year, the patient goes to the lunatic asylum, where he usually ends his days in a room with a plain white wall, on which his perverted imagination nevertheless still continues to paint imaginary faces.

Of course, this disease can be stamped out by the abolition of figured wall paper, and those poor persons who are compelled to live in boarding houses, with wall paper over which they have no control, will probably be delighted with the prospect that wall paper will in a few years be prohibited by the sanitary authorities. A clear wall surface, of no matter what color, can do no harm, whereas the papered wall not only threatens the intellects of those who gaze upon it, but it harbors all varieties of objectionable microbes.

IN EXTENDED PREMISES.

M. Staunton & Co., wall paper manufacturers, have got moved into their spacious new extension. We expected to have a half-tone engraving of it to print here this issue, but there was a slip between the engraving department and Staunton's office and it didn't connect. However, it will

keep till a future issue. The handsome new addition faces on Yonge street, is 50 x 80 ft., three storeys. The ground floor is occupied by spacious and well-appointed offices, and well-lighted and commodious sample-rooms. The first floor is designated the sample book department, and is specially equipped for the showing and making up of the many sample books required in showing the Staunton line. And the rest of the new building is given over as extra space for



No. 1345 in The Staunton line for 1901.

stock. The new premises reflect credit on Staunton enterprise, is an ornament to the north end manufacturing district, and is a certain sign of the steady growth of this most favorably-known wall paper manufacturing establishment.

THE FLAG IN WALL PAPER

A PATRIOTIC WINDOW DISPLAY
SUGGESTED BY THE
WATSON, FOSTER CO., LTD.



DIRECTIONS TO REPRODUCE—

ERECT FIRMLY BRACED SIDE UPRIGHTS 5 FEET 6½ IN. APART, INSERT THIN WOOD LATHS ON ALL SIDES OF ST. GEORGE'S CROSS, IN ORDER TO KEEP ITS LINES PERFECTLY STRAIGHT. FILL SIDE AND TOP SPACE WITH KHAKI-COLORED INGRAIN AND DECORATE WITH BUNTING.

THE PAPER USED IN ABOVE EXHIBIT IS 10½ OZ. IN WEIGHT.

THE **WATSON, FOSTER CO.,** LIMITED

MANUFACTURERS **WALL PAPERS**

MONTREAL.

THE MONTREAL TRADE.

FROM BOOKSELLER AND STATIONER'S Special Correspondent:

Montreal, October 31.

THE book business has been quiet this month, the trade now being between seasons. The opening of the colleges brightened up the trade for the up-town stores during the early part of the month, but now that the rush for school books of all kinds is over and the tourist demand has almost ceased the down-town stores find the situation quiet. Perhaps, too, the political turmoil; the Valleyfield strike, and the return of our South-African heroes have turned peoples' attention from the book to the newspaper. However, there are still quite a number who patronize the bookstore.

"The Master Christain" continues to be the best selling book. Some would have us think that this work will be as popular and as long-lived as "Barabbas." The holiday edition, bound in cloth, with a gilt top, will likely prove to be a good holiday gift book. "Boy" is also selling well. This is certainly Marie Carelli's month. The "Redemption of David Corson" is also meeting with a great success. "Sons of the Morning," by Phillpotts, is selling only fairly well; Phillpotts never did "take" with Montreal book-lovers. "The Girl at the Half-way House" is being strongly recommended by bookmen who ever venture to do such a thing as recommend. "Quisante,"

by Anthony Hope, deserves more attention than is being paid to it. "The Reign of Law" is still finding buyers, nor has "To Have and to Hold" finished its course.

Lieut.-Col. Denison's book is striking a responsive chord in Montreal, particularly in military circles. The author has many friends in these parts who seem to be appreciating his reminiscences. The Montreal News Co. report its sale to be satisfactory and increasing. It is a book that will grow in favor.

Some new religious works are: "The Ways of Men," by Eliot Gregory (\$1.50); "Winning Out," by O. S. Marden (\$1); "Recollections of a Missionary in the Great West," by Brady (\$1.25), and "Studies of the Portrait of Christ" (\$1.50).

A unique novelty is being shown by The Montreal News Co., Limited, in the form of "A Bachelor's Calendar." On a card, of hunter-green color, is to be found a set of bachelor's weapons for a night at the club, including a boot lace, a poker hand, chips, the ante, a smoking outfit, and a mug of foaming beer (what they do with the boot lace at the club, I don't know). The card is a 9 x 12 inch beveled edge panel mount. The calendar is put up in a box and will retail at \$1. It bids fair to be one of the hits of the season, and there is nothing a bachelor would appreciate more as a holiday present. A patriotic calendar, bearing the photographs of six South-African heroes, is shown to retail at 50c.

Mr. C. Theoret is issuing a book dealing with the forms of procedure in the Province of Quebec. It will contain all the forms relating to the code of civil procedure to the

revised statutes of Quebec and the Bar Association. In all, there will be 676 forms. In cloth it will sell at \$5. From the same press is coming forth a treatise on "Habeas Corpus in Civil and Criminal Matters," by Mr. L. Brunet advocate of the Quebec bar.

S. Carsley & Co. have bought the stock of books and fittings of the estate of Wm. Drysdale & Co. on St. James street, and Mr. Drysdale has taken the book debts. The Carsley Co. have been having a special sale this month.

From present appearances animal stories will be popular with both old and young this Christmas. "Mooswa," "Tommy and Grizel," and the different books by Mr. and Mrs. Seton-Thompson will all be suitable for holiday presents. The young folk will revel in animal stories of a simpler nature. Ginn & Co. have issued a beautiful little set of books whose simplicity, elegance, and illustrations will be bound to make them salable. They sell from 50c. up. Among the titles are: "Ways of Wood Folk," "Seed Babies," "Bird World," "Little Wanderers," "Friends and Helpers," and "Wilderness Ways." "Pretty Picture Songs" and "A New Wonderland," by Frank Baum, and published by R. H. Russell, two illustrated books for children are works of a high order. "In and Out of the Nursery" is a book of the same class.

Mr. C. W. Coates, of St. Catherine street, reports that the new enlarged edition of the Canadian Hymnal is meeting with the success that its contents justify.

E.H.C.



Staunton

WALL PAPERS

Dealers who handle the Staunton line for 1901 need fear no competition. The designs are artistic, the colorings are perfect, and there's variety enough to meet almost any demand.

Good goods at a fair price to the customer.

Good goods at a fair profit to the dealer.

Good value shows on the face of every sample from the most expensive down to the cheapest pattern.

See our travellers or write for samples.

M. STAUNTON & CO., Manufacturers,

TORONTO.

We Wish Ideas From Boys and Girls.

Thousands of bright boys and girls have tried some or all of our illustrated card games.

- | | |
|----------------|--------------------|
| Strange People | Wild Animals |
| White Squadron | Population |
| Flags | Fraction-Play |
| In Castle-Land | In the White-House |
| Nationalities | Authors |
| The Mayflower | Arithmetic-Play |
| Niloe | Artists |
| In Dixie-Land | Yellowstone |
| Poems | Bible Game |
| Flowers | Birds |

Young Folks' Favorite Authors.

We wish to know which games the boys and girls like best and their reasons.

500 Educational Games Free

To the five hundred boys and girls who write to The Cincinnati Game Co., Cincinnati, O., the best reasons for liking their favorite game. One game only to each successful boy or girl, but the game he or she asks for. Contest closes December 31st. Write to The Cincinnati Game Co., Cincinnati, O., for circular telling you what to do. Write your name and address plainly, and be sure to mail your letter to

The Cincinnati Game Co., Cincinnati, O.

N. B. Remember that you must write to The Cincinnati Game Co. for circulars, etc., but if you wish to examine the games themselves, you will find them at the store of

(Blank space for dealer's name and address.)

Every retail dealer handling our

Educational Card Games,

(Copyrighted by THE FIRESIDE GAME CO.)

should send for a supply of advertising slips like sample shown at left, for distributing among the school children in their vicinity.

We will send a liberal supply, imprinted with their name and address, free, on application. Send us your name at once.

This will increase your sales.

The U. S. Playing Card Co.

CINCINNATI, U. S. A.

"Paine's," "Kalamazoo" and "U. S." Whist Trays—durable, compact, convenient. Every principle covered by patents. Infringements will be prosecuted.

ADVERTISING in WESTERN CANADA will be Carefully, Efficiently, and promptly attended to by
The Roberts Advertising Agency,
WINNIPEG, CANADA.

TURKISH STEEL PEN CO.,
DAMASCUS,
SYRIA



IN SIX NUMBERS.

Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO

WESTERN Incorporated 1851.
ASSURANCE COMPANY

Fire and Marine

Capital, subscribed \$2,000,000.00
Capital - - - 1,000,000.00
Assets, over - - 2,340,000.00
Annual Income - 2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President.
C. C. Foster, Secretary.

Alex. Pirie & Sons

LIMITED

Mills—Aberdeen, Scotland.

Warehouses—London, Dublin, Glasgow,
Paris and New York.

Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of

Writing, Bond, Ledger,
Printing and Blotting Papers,
Envelopes, Cards and
Correspondence Stationery.

Also Gummed and Coated Papers.

Stocks kept by all first-class stationery houses.

WM. BARBER & BROS.

Paper Makers,

GEORGETOWN, - ONTARIO

BOOK, NEWS AND COLORED PAPERS.

JOHN R. BARBER.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.

Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

A GOOD BOOK

enable us to compete successfully with the best binderies in the world. We will be pleased to show you samples.

should be well bound. A dainty booklet or a well-printed catalogue has its value doubled if neatly bound. Our facilities

Wilson, Munroe & Cassidy,

28 Front St. West
... TORONTO.

FANCY GOODS AND STATIONERY.

STATIONERY WINDOW DISPLAYS.

The use of crepe paper in window decoration is somewhat neglected by stationers, though other trades employ it to good advantage. It is astonishing what a small outlay in this line will do, when a little taste is exercised in the harmonizing of the colors so as to give the best effect.

One very attractive window was made with a background of rich blue curtains, looped up with two gold ropes. Tapestry hung on either side, and blue crepe covered the floor. A piano lamp with a gorgeous red shade stood in one corner, and a vase of Jacque roses in another; a few fancy-dressed dolls with many frills dotted the space here and there, and a filmy canopy overhead completed the picture. This window drew crowds to witness it, and is an example of what may be done in this way.

The window display should be changed as frequently as possible. It takes a good deal of time to change a window every day or so, but others have found it worth while, and the larger places consider it to their advantage to keep a man for the special purpose. The constant changing of windows gives a fresh appearance to the store, and conveys the idea that new goods are continually arriving, and, therefore, that everything is of the latest and most up-to-date order. Besides this, there is less chance of goods being soiled by exposure to the sun. It takes a very little time for some goods to be affected, and, when presenting an untidy appearance, there is little hope for a sale.

PATRIOTIC GOODS.

The sale of election campaign buttons is not as great in this country as in the United States, but stationers who have gone into them have done a very satisfactory business. Local candidates, as well as the party leaders, are depicted on these buttons, and many are wearing them now, and will likely do so for some time after the elections. They are displayed well in conjunction with large photo-engravings of the leaders of each party.

With the homecoming of the Canadian troops other articles could profitably be added to the stock. Souvenir badges and pins are being shown by different dealers, and, by the numbers that are being worn on the streets, there is apparently a fair demand for them.

SENDING BOOKS BY MAIL.

A mailing envelope for books, etc., has been placed on the New York market, which promises to be more of a success than others. A sheet of pasteboard is placed inside the wrapper, the ends of which are turned up over the book, or whatever is being mailed. The wrapper is then sealed, the ends being left open, as the pasteboard holds the contents just as securely without closing the ends. This enables the postal officials to examine the goods without removing the wrapper.

COSTLY STATIONERY THE U. S.

In some parts of the United States, stationery with water-color sketches painted on it has become popular. This stationery was originated by one or two who had the talent to paint their own sketches, until a process was found to paint them on a series. The sale of this paper has been quite large wherever it has been introduced. The price, though, has been so high that only a certain class could afford it. Good work in the sketching has brought \$10 to \$15 per box. The envelopes along the outer edge have a faint line of color. Notwithstanding the price, dealers have found it profitable to handle these goods, and the demand for them is increasing.

THE INK SEASON.

The present mild weather should be taken advantage of by stationers who have not laid in their Winter stock of inks. It is impossible to ship ink in the very cold weather without its freezing, and many stationers are sometimes short in stock. The Copp, Clark Co. are handling the well-known Andrews' liquid slating for blackboards, which they put up in cans—pints, quarts, ½-gallons and gallons. A gallon of this ink covers 250 square feet of board.

A new blackboard brush is on the market—Weber's Noiseless. Its felt pad is an inch thick, and will last longer than several ordinary brushes.

A marking ink that requires no heating and makes a clear impression should be received with favor by the trade. This is a feature of the Melanyh ink. It requires no preparation in the way of heating, etc., makes a good black impression, and does no injury to the fabric.

SPECIALS IN ENVELOPES.

The season of catalogues and calendars will soon be upon us, and sample or mailing envelopes in demand. Nothing is so convenient and economical for this purpose as the "Perfection Clasp Mailing Envelope," made in different sizes by The Barber & Ellis Co., Limited. Samples are furnished to the trade upon application to this company.

The pocket wallet envelopes and document envelopes manufactured by The Barber & Ellis Co., Limited, always find ready sale, being specially adapted for carrying papers, enclosing insurance policies, and for lawyers' and business men's use. They are made of a very durable material and are found very valuable for either carrying or filing papers, documents, etc.

NEW PRICE LIST.

Buntin, Gillies & Co., Hamilton, have issued a new price list of envelopes. This, with samples of leading lines of goods, will be sent on application.

Two new lines have been added to the well-known series of "Acme" typewriter paper. These comprise "Onion Skin," a very light weight and highly glazed paper, and "Anchor," a light-weight paper of medium finish. Buntin, Gillies & Co., Hamilton, will send samples of these to anyone interested.

NEW GAMES.

A large number of new games for the holiday trade are shown in Copp, Clark Co.'s warehouse, many of which are of a patriotic and military nature, and may be expected to sell particularly well.

Among these is "Pretoria," a 25c. game, dealing, of course, with the Boer War. "Comrades," "Fort" and "Up from the Ranks" are of the same nature, and, with the exception of the last mentioned, all are games of skill, and likely to be very popular. Chessmen in boxwood and bone are shown, as well as a special line in bone with felt bottoms, at \$2 per set. The boxes are all slide covers, and on the best kinds they are nicely stained and varnished.



Whisk Holder
12-0-17 at \$1.10 doz.



"Gordon Highlander"
12-7-564 at \$2.25 per doz.



"Strathcona's Horse"
12-0-563 at \$2.25 per doz.



Return Ball
12-0-312 at 40c. doz.



12-0-314 at 80c. doz.



Opera Glasses
125-0-314 at \$4.75 each.

NEW THINGS
IN TOYS.

The H. A. Nelson & Sons Co., Limited, report that, although their large stock of goods is rapidly being transported from their shelves to these of their customers, and the lines imported during July and August are fast running out, many new and interesting articles are replacing them, and advise their customers to place at once any orders they may wish for the lines illustrated in this article.

Two new lines of dolls, "Strathcona's Horse" and the "Seaforth Highlander" are conspicuous by their novelty. The costumes are accurate, a special photograph having been taken of "Strathcona's Horse" and sent to Germany so that there would be no error in the costuming of this brave soldier. Both are 25c. dolls, as will be seen by the prices mentioned under their cuts.

A splendid return ball, in the shape of a globe, with the countries and seas accurately shown thereon, is a striking 5c. retail toy.

A new iron toy is also illustrated below, the clown in white drives his little pony, meanwhile fanning himself in a humorous manner.

Two watches, late arrivals, are also new, and at the price are marvels. The girls' watch has a long neck chain, and the watch is made in imitation of enamel and gold. The boys' watch is a good imitation of an open-face man's watch, is finished in

burnished gold, and provided with, a stout chain and has a bell strike at each hour.

A very neat tin whisk-holder, lithographed, is also a good seller, either as an ordinary household article, or as a holiday gift. A new line of dressing cases for gentlemen is compact, neat and complete, the leather is good and the fittings A1.

Two especially good lines of opera glasses, one of which is shown in the illustration, are worthy of attention as the lenses are good and the finish of the best. The cheaper line, 125-0-316, which sells at \$2.75 each is covered with black leather and relieved by fancy bands of gold-plated metal. This comes complete in leather case. The other, 125-0-314, at \$4.75 each, is shown here, and is covered with black leather, has a permanently attached telescopic handle, nickel trimmed, and covered in black leather, the whole complete in fancy plush bag, with drawstring top.

PENS AND
PENCILS.

The H. A. Nelson & Sons Co., Limited, are also showing three new lines of writing utensils as shown in the illustrations. The first, 128-0-40, at 80c. doz. is a nickel-plated penholder, made so the pen can be turned upwards and protected. Each penholder is supplied with a neat nickel-plated case, containing several extra pen nibs. The second line, 128-0-39, at 60c. per doz. is an automatic penholder, being made so that when the spring at the end is pressed

the pen drops back into the hollow holder and is protected from injury.

The cut shows the holder open and closed. The third line, 12-0-581, at 25c. per doz. is a combination pen and pencil holder, being made of black enameled metal, and made so that both pen and pencil can be reversed and put inside the holder dust proof and out of harm's way.

FANCY INKS.

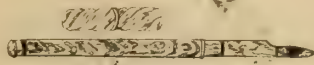
The Copp, Clark Co. are showing some decided novelties in the way of pocket and traveling inks, suitable for small holiday gifts. Last year's Christmas trade was so brisk in this line that several striking styles have recently been added. Noticeable among many varieties are: No. 171, representing commandore cap in white kid with black peak; No. 170, spool of black cotton; No. 172, black beer bottle; No. 163, rugby football, leather covered; No. 173, cigar box; No. 174, music roll; No. 175, match box. These are all \$3.60 per dozen.

A TEST
OF PAINT.

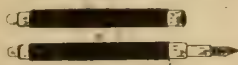
A paint intended for use around railroad stations, on bridges, buildings, etc., must, above all, be capable of withstanding the action of continual sulphur fumes from the engines. A very severe test has been given to Dixon's silica graphite paint, manufactured by the Joseph Dixon Crucible Co., Jersey City, N.J., and the results were perfectly satisfactory to both manufacturer



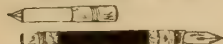
127-43 at \$3.50 per doz.



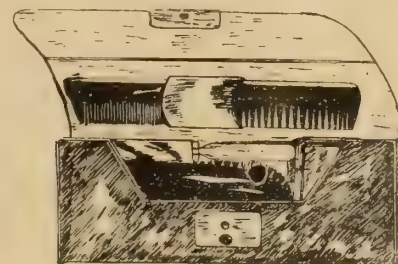
Pens 128-0-40 at 80c. doz.



Automatic Pen
128-0-39 at 60c. per doz.



Pen and Pencil Case
12-0-581 at 25c. per doz.



Dressing Case
75-87 at \$1.50 each.



12-0-245 at \$1.60 doz.

FANCY GOODS AND STATIONERY—Continued. and user. A bridge over the Big Four R.R., at Cincinnati, O., was painted with this graphite, and successfully resisted the action of the engine fumes for five years, notwithstanding that an average of 500 engines passed under it daily. Its covering capacity affords a saving, according to one road-master, of 15 per cent. over other paints, and makes it an economical as well as a satisfactory article.

HOLIDAY SPECIALTIES.

The Copp, Clark Co. are showing a line of juvenile papeteries in fancy lithographed boxes, and done up in colored silk ribbon, at \$1.20 to \$1.80 per doz. A new heavy wallet-shaped envelope in cream and white is also shown. They are styled the Epsom and Ascot. They are also putting on the market a new notepaper in three shades, cream, green and white, called the "Strathcona." This will be put up attractively, and sold for \$1 per ream. Envelopes to match \$2 per 1,000.

They have accepted the agency for the celebrated Whitney valentines, and are showing some original and striking designs. The edition of their vest-pocket diary and memorandum book had to be increased to supply the demand, which, from commercial travelers and other business men, has been very great.

Their stock of Christmas and New Year cards is very widely assorted this year. Many new things are shown in flat and box cards, including Dutton's and Davidson's, Castell's autographic cards and Hill's "For the Empire series" (patriotic and military designs). An original line which does this house credit is the national series, for sending to foreign countries. These are made from pressed Canadian flowers mounted on cards. The colors are fresh and attractive, and the cards should be exceptionally well received, as they are somewhat out of the ordinary line.

NEW LEATHER GOODS.

One of the newest and best things in leather goods is the new collar and cuff holder. It is a flat and compact article which should be an excellent possession for any traveling man. Brown Bros. are showing it in real seal, real morocco and seal grain, to retail at \$1.50 to \$3.50. They show a fine line of ladies' purses and card cases in real seal, real Russia, real morocco, crushed morocco, and, in fine, polished alligator. The colors are red, green, light blue and other popular shades.

A special line of polished alligator purses is shown, with fine calf lining and an ivory tablet for the shopping list inside. A handsome line of cigar cases is shown with riveted frames. The shopping bags,

chatelaine and reticule styles continue to sell well, and are now shown in the latest designs, some never being seen before.

In this department there are also some khaki goods in the way of glove and handkerchief cases and tie cases. These are the very newest things on the market. They are lined with red satin, with good brass locks. There are also music cases shown in the same goods. The Brown Bros.' pocket diaries will be ready for shipment on November 15, and all orders received before that will be promptly attended to.

A TOY DISPLAY.

F. & E. W. Kelk announce that all their Christmas goods must be cleared out before Spring goods arrive. One looking over their samples cannot help but remark, well their lines are very pleasing and up-to-date, saying nothing of prices which have so far been the very best. If you require a special line of dolls, cups and saucers, or anything else to sell at a special price, you should call and see them. Everything must go and close prices will be the rule.

Their assortment of dressed dolls, cups and saucers are very good. You should see their leader for a 10c. cup and saucer—it's more like a 25c. line. It will pay you to call, even if you do not buy.

AN EXAMPLE IN BOOKMAKING.

A book which has for its title, "On the Making of Printed Books," must certainly be an example of correct printing and book-making itself, and the booklet of this name issued by Warwick Bros. & Rutter, Toronto, lacks none of the qualities of the best specimens of printed books. The cover design is an old-fashioned engraving with lettering to correspond. The body type of the booklet is long primer, with marginal headings for each paragraph. Half tone engravings

of the composing-room, press-room and bindery in Warwick Bros. & Rutter's establishment are in great contrast to the old engraving of the interior of a printing office in the 14th century which makes up the frontispiece.

Apart from the excellence of the reading matter, which is interesting and to the point, the booklet should be appreciated on account of its artistic merits, which are above criticism. A copy of it would be valuable to anyone interested in books.

DEATH OF MR. C. B. DOHERTY.

Mr. Charles B. Doherty, senior member of the firm of Nerlich & Co., Toronto, died November 2. He was born in County Clare, Ireland, and came to Canada when a boy. He was connected with the firm of Nerlich & Co. for nearly 40 years. He was also a Justice of the Peace, and served as a License Commissioner for many years. He was a regular attendant at St. Michael's Cathedral, and was connected with many Roman Catholic societies. His illness extended over a period of about four months.

NOTES OF THE TRADE.

George H. Curry has opened a book and stationery store at Windsor, N.S.

James Dorrity, dealer in fancy goods, etc., Niagara, Ont., has given up business.

Davis' Fair, a fancy goods store, has been opened up in Portage la Prairie, Man.

Miss A. L. Norton, dealer in fancy goods, Hartney, Man., has sold out to Miss A. V. Davis.

Johnston & Wallace, wholesale fancy goods dealers, Winnipeg, Man., have dissolved partnership.

The stock of Austin & Robertson, wholesale stationers, Montreal, has been sold at 72½c. on the dollar.

L. Lang has been admitted into the firm of Russell & Co., booksellers and stationers, Winnipeg, Man., and the style is now Russel, Lang & Co.

**It Will
Pay You**

to examine our unrivalled
stock of . . .

Flat Papers, Bill Heads,
Commercial Stationery,
Society Note Papers,
Wedding Stationery,
Envelopes, Writing Tablets, Pads, Papeteries,
Fancy Papeteries, Paper Boxes, etc.

**THE
Dorrity & Ellis Co.
TORONTO. LIMITED.**

LEATHER GOODS

We manufacture the finest line made.

- Purses, Wallets
- Letter and Card Cases
- Portfolios, Music Rolls
- Photograph Cases
- Memo Books
- Diaries, etc.

STATIONERY STOCK complete.

New lines in _____

Papeteries
Note Paper
Envelopes.

OFFICE SUPPLIES

Full Stock New Fresh Goods in
INKSTANDS
HARDTMUTH'S, FABER'S PENCILS
STATIONERY SUNDRIES AND NOVELTIES.

CREPE TISSUE

ALL THE POPULAR SHADES.

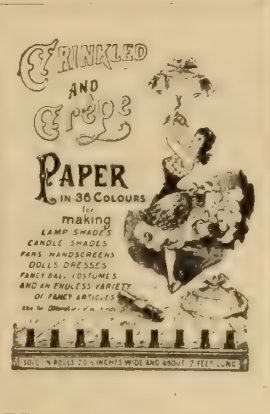
WOODBURY HUNT'S
FINE ART PUBLICATIONS.

THE BROWN BROS. LIMITED

MANUFACTURING STATIONERS
51-53 Wellington St., W.,
TORONTO.

1000 CATCH PHRASES & IDEAS.
A little book worth its weight in gold.
To All who Write Ads, Show Cards, Circulars or other Business Literature.
The price is 50c, but you can get it by simply filling out one of our blanks, which will be sent you promptly on request. Address
FREE
The Advertising World, Columbus, Ohio.

NEW MUSIC
A FRANGESA. — March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.
COONTOWN REVELS. — By Chas. E. Musgrave. A splendid Two-Step.
Anglo-Canadian Music Publishers' Association
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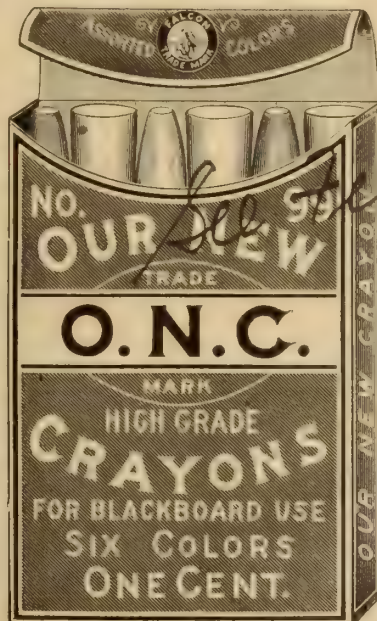
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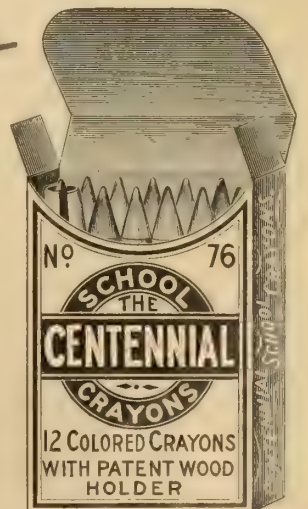
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**THE MONTREAL BOOK AND
STATIONERY TRADE.**

Past and Present.

II.

Another business that was in existence almost 60 years ago is that of C. O. Beauchemin & Fils, which was established by C. O. Beauchemin in 1842, on St. Vincent Street. In 1850, Mr. Payette was admitted as partner, and the name became Beauchemin & Payette. Again, the style was changed in 1863 to Beauchemin & Valois. In 1886, Mr. Valois retired, and the name became C. O. Beauchemin & Fils. In 1887, occurred the death of the founder of the establishment. His son took up the management, and admitted into partnership in February, 1893, two old and trusted employes—Messrs Emilien Daoust and Etienne Roby. The business is now carried on at 256 St. Paul street, whither it was moved in 1878. The binding, printing and blank-book factory is situated at 22-26 St. Gabriel street, and has been in operation 30 years. About 150 skilled hands are employed. Besides doing an immense wholesale and retail business in stationery and office requirements, this firm publish more French books than any firm outside of France. Unlike most Canadian firms, they have an important trade connection in the New England States, where there are more French-Canadians than there are in Quebec.

Of all Montreal book and stationery firms, perhaps the best known to the Canadian public is John Lovell & Sons. Mr. John Lovell was a practical printer, who established a printing office on St. Nicholas street in 1835. One of the most interesting episodes of his early career was his joining the Queen's forces in 1837, and leaving a foreman in charge of his establishment with permission to publish a paper. When he came home, a few days after volunteering, he found his premises seized as a place of publication of seditious literature, and he in the loyalist forces! In 1842 he printed the first Montreal directory. The most important publications that came from his office were Lovell's school books. In the forties he issued a series of the National Institute school books, then in general use, but later, in the fifties and sixties, his own series of school books displaced these. From about 1888-1890 John Lovell & Son published Lovell's Canadian Copyright Series of novels, to retail at 30c. These came out about once a month, simultaneously with an American issue, and, although they were all by prominent writers, they were not a success, and after about 60 issues they were dropped. The international copyright had also much to do with the cessation of their

publication. From 1847 to 1858 the style of the firm was Lovell & Gibson. Mr. John Lovell died July 1, 1893, and his business is now being carried on by his son, Mr. Robert Lovell. Besides doing job work, the firm publish the Montreal Directory and other commercial works. From the office of John Lovell The Literary Garland and Snowdrop once came forth regularly.

It cannot be doubted that The Rolland Paper Co. sell the highest grades of stationery paper made, for they have lately obtained the Grand Prix at the Paris Exposition, and at the World's Fair in Chicago a similar honor was won. The founder of the business was J. B. Rolland, who, by his steady industry, worked himself up from being a practical printer to be a Senator and one of the leading business men of the Dominion. In his youthful days he sat at a type box close to J. D. Beckett and John Lovell. In 1842, he established a business on the corner opposite the firm's present establishment on St. Vincent street, and among other work printed The Morning Courier. His love of books led him later into the book publishing business. He issued a large number of French school books, as well as works of literature and theology. In 1854 he commenced the importation of French books, but 10 years ago the firm decided to quit this line and sold out their stock. Book publishings till continues, however, on a large scale. In 1859, his son, J. D. Rolland, was admitted as partner, and the title became J. B. Rolland & Fils. Hon. Senator J. B. Rolland died on March 22, 1887, and Hon. J. D. Rolland has continued in the management. During his long business career he has dealt with three houses in France whose management has been in the hands of three generations—and he is young and active yet. Two other brothers, S. J. B. Rolland, mayor of St. Jerome, and Octavian Rolland, are members of the firm. The name Rolland has a reputation in connection with high-class papers. In 1883 a paper mill was started in St. Jerome by The Rolland Paper Co. At first only cheap writing paper was made at the mill, although it was built to make the better grades. Soon the making of cheaper grades was discontinued and now they make only bond and ledger papers that have won the Grand Prix at Paris, and stand unrivalled in their class in the world. Needless to say the trade done by this firm is enormous.

Mr. Robert Miller is another name that was displayed on a bookstore sign in 1843. He did business on Place D'Armes Square. In 1849 we find the firm name changed to R. & A. Miller, Adam Miller having become partner. They now had two places

of business, one at 8 St. Francois Xavier street and the other at 19 Great St. James. This firm did one of the largest businesses of their day, and were known throughout Canada. They published a series of National school books and kept a large stock of literature. A good trade was done in plain and fancy stationery. They manufactured blank books and did printing, engraving and lithographing. Adam Miller afterwards went to Toronto and started a business of his own, while Robert Miller continued the business here. He moved to Victoria Square, was burned out, and then went to Notre Dame street. After his death, in 1895, the business was reorganized under the firm name of Robert Miller, Son & Co. Later it became The Robert Miller Co., Limited.

The name Dawson has long been familiar with the patrons of Montreal bookstores. Benjamin Dawson, the founder of the Dawson prestige, commenced business in 1847, succeeding R. W. S. Mackay, publisher of the Montreal Directory. Originally he was on Notre Dame street, then, in 1849, we find him at 2 Place D'Armes; later, he moved to 157 St. James street, and again to 233 St. James. In the fifties the firm's title was B. Dawson & Son, but about 1861 Mr. B. Dawson retired and left the business in charge of his sons, under the title Dawson Bros. For a long time Mr. Dawson had had the Canadian agency for Alex. Cowan & Sons, paper manufacturers, of Edinburgh, an agency that was continued with Dawson Bros. This afforded the establishment of a wholesale stationery, and when, about 10 years ago, Mr. S. E. Dawson became Queen's Printer at Ottawa, Mr. W. V. Dawson decided to sever connection with the retail business and confine himself to the wholesale trade. This he now continues at 16 DeBresoles street, and here he does one of the largest stationery businesses in the city. Mr. C. F. Dawson, son of Mr. S. E. Dawson, is still in a retail stationery business at 226 St. James street. Mr. A. V. Dawson is president of the Manufacturing Stationery Co. at 479 St. Paul street, where he has his manufacturing done.

D. & J. Sadlier & Co., 1669 Notre Dame street, were established in 1842 as a branch of a New York house. Their first place of business was at 179 Notre Dame street. At one time the importation of cheap American reprints of English books was carried on, and there were quite a number of Canadian agencies here. But the American War put a stop to this trade, stimulated publishing here, and encouraged importation from England, where colonial editions were now brought out. J. A. Sadlier managed the place for a long time, but he died seven years ago, and Mr. H. E. Wall is now manager. The firm publish school books and theological works. Their stationery business is also large.

ERNEST H. COOPER.

(To be continued.)

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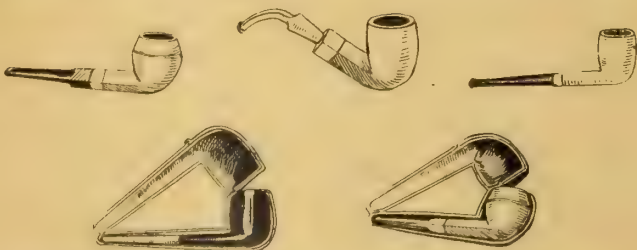
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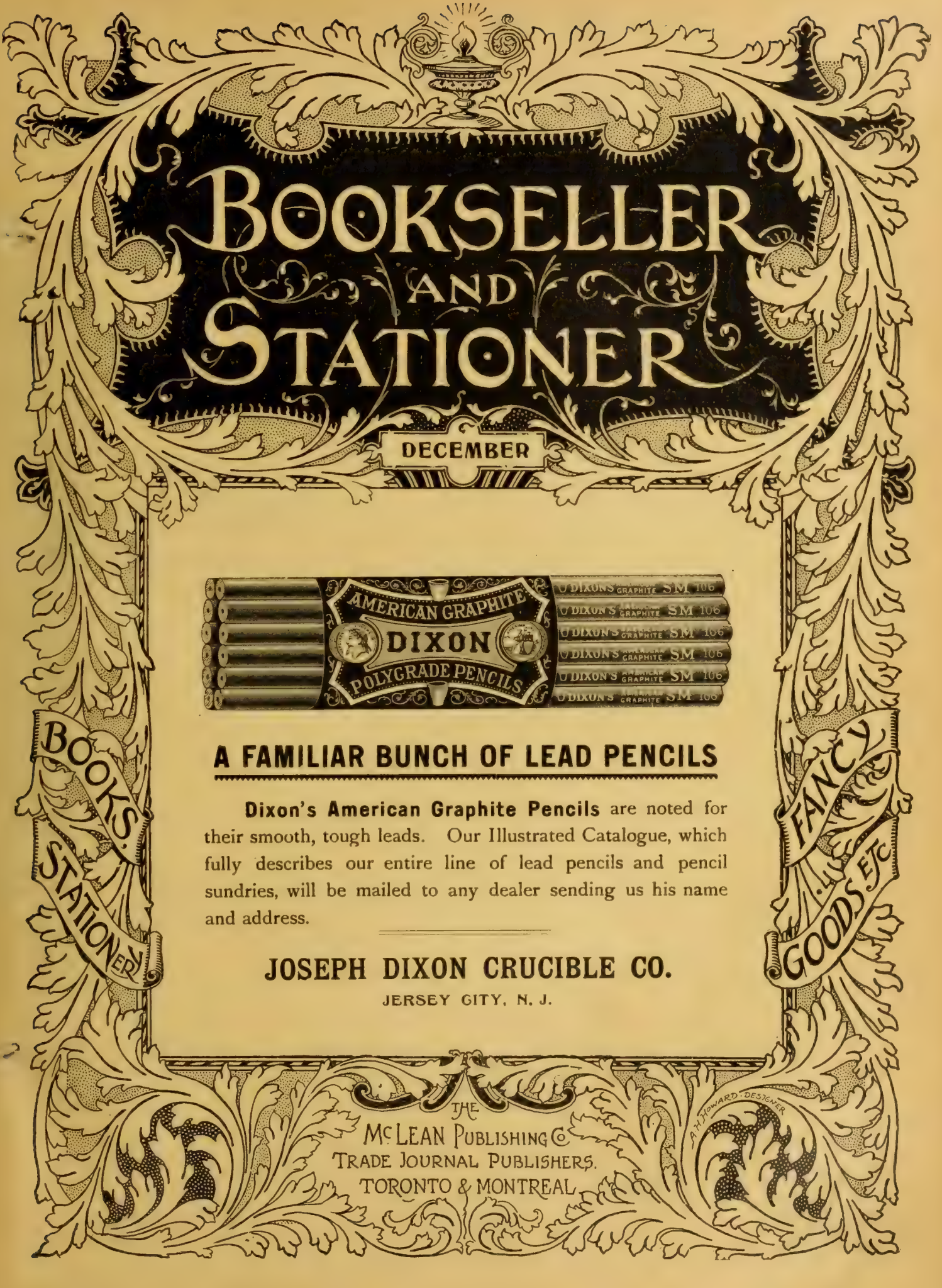
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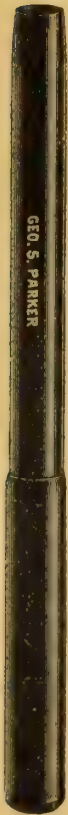
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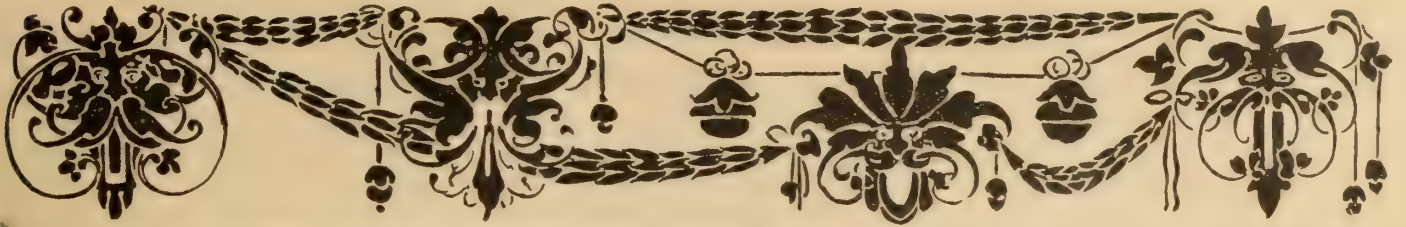
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The Bookseller and Stationer



Vol. XVI.

TORONTO AND MONTREAL, CANADA, DECEMBER, 1900.

No. 12.

CURRENT NOTES AND COMMENTS OF TRADE INTEREST.

The School Book Controversy.

We have received some additional letters from our readers with reference to the proposal to give notice to the trade before changes in authorized text books are made. It will be seen that Mr. Copeland, of Windsor, makes an excellent suggestion in connection with notifications to the trade by headmasters, which appears to be easily carried out. Mr. McKean, of Mount Forest, agrees with his colleagues in the bookselling trade as to the necessity of notice. His letter reads as follows :

"I have read with much interest the letters in BOOKSELLER AND STATIONER with reference to the school book question, and am much gratified to see the agitation for improvement, for, so long as booksellers do not express their dissatisfaction with the present conditions, they cannot expect to have their grievances remedied.

"Mr. Wilson, of Seaforth, and Mr. Nelles, of Guelph, offer practical solutions

which are worthy of consideration. If it is thought to be in the best interests of the community that the general public should not know how long books are to be authorized, there is certainly no reason why the fact should not be communicated to the trade a reasonable time before there is any change in text books. The Government, in my opinion, should control a space in BOOKSELLER AND STATIONER, in which contemplated changes in text books could be announced in due course. No person could raise any objection to such a system, unless it be the publishers, who might wish to work off their stocks on the retailers just before the book is withdrawn. Even they would have no just reason for complaint, for, under the system proposed, they could regulate their stock to suit the time.

"The scheme suggested by Mr. Nelles, of announcing the time for which books are authorized, could also be done through the Government space in BOOKSELLER AND STATIONER, and thus simplify matters for both retailers and publishers.

"Yours truly,

"A. MCKEAN."

"Mount Forest, November 27."

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Mr. Copeland writes as follows :

"It is not very easy to suggest a plan to overcome the difficulty you complain of that would be satisfactory. Something should be done though. It would perhaps interfere somewhat with the sale of books if new editions were announced some time ahead, but I think that would be the only way to do. If possible I would like to see such an arrangement made, and make the advance notice a year.

"There is another thing I would like to mention with a view to getting the opinion of your readers. I would be glad to see some arrangement made whereby the principals

of all schools, both high and public, would furnish the booksellers in their localities with a list of text books on all the different subjects intended to be taught during the term, such lists to be furnished at least two weeks or a month before the opening of the term. If this could be done it would put the dealer in a position to put in stock some of all text books to be used and obviate the necessity of getting so many by express during the two school opening days.

"Yours truly,

"G. E. COPELAND."

"Windsor, Ont., November 17."

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Copyright on Pictures.

Judge Rose has given his decision in the action of Henry Graves & Son, of London, Eng., against several Canadian dealers who have been handling Canadian reprints of Maud Earl's famous picture, "What We Have We'll Hold." The court holds that English copyright on pictures, unlike that of books, is not Imperial, thus applying to Canada, but is confined to the United Kingdom. On this ground the suits against the Canadian defendants fail. This decision is important, since it relieves the trade for the present of any legal interference with sales of cheap reprints of well-known pictures copyrighted in England.

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Copyright in Books.

We see no reason to change our opinion that the new Canadian copyright law is an effective measure. This not being a legal opinion may be questioned, but it is given on the ground that one is wiser to avoid litigation than to get into it, seeing that the profits of the average retail bookseller are not sufficiently large to warrant his indulging in law suits.

A case between two important members of the trade, however, will be watched with

interest by the rest of us. This is a dispute over the validity of the Canadian copyright on Parkman's works. The owners of the copyright, Messrs. Morang & Co., are taking action to restrain The Publishers' Syndicate, Limited, from importing the United States edition. The latter claim that there is no copyright in Canada on Parkman's works. Of course, as the case is pending, we make no comments on or reference to the merits of the respective cases. The court will determine that.

We trust, however, that, for the convenience of the whole trade, the validity of the new law may be involved in these proceedings, so that we may get a judicial pronouncement on the new Act.

THE MONTREAL TRADE.

FROM BOOKSELLER AND STATIONER'S Special Correspondent:

Montreal, December 1.

THE most unsatisfactory feature of the book trade in Montreal at the present moment is the cutting of the prices of what should be the 75c. current fiction. The ruling price now is 65c., and in certain newspapers one sees such books as "The Master Christian" advertised at 63c. Of course, this is no new evil, but its gaining ground is cause for lamentation. The departmental store theory of reducing prices has long been practised down town, and respectable bookmen on St. James and Craig and Notre Dame streets have been forced to sell at 65c. on account of departmental competition. But it is only recently that the St. Catherine street bookseller, who, being away from the departmental store, holds the book trade of the Montreal women in the hollow of his hand, has decided to yield to the temptation to cut. How a bookseller can expect to grow rich buying current fiction at 55c. and selling it at 65c. is long past finding out. Neither can the cutting be justified on the ground that it is a temporary loss, for the Montreal public has been introduced to the idea of 65c. literature, and it is altogether likely that it will not be willing to forego the acquaintance. It is truly unfortunate.

Much of the blame for reducing prices has been thrown on the departmental stores; this is one case in which they are not wholly accountable for the sin. The St. Catherine street merchants do nearly all the trade of the women, for the ladies do not go down town for their literature, and this section of the trade might have kept up prices to 75c. just as easily as it is now keeping them up

to 65c. Whether they will follow the big down-town store to 63c. is not yet decided.

It was with a great deal of satisfaction I read Mr. Chapman's advertisement in The Gazette some days ago; he spoke of Arthur Lawrence's book on Sir Arthur Sullivan, his life story, letters and reminiscences, illustrated, at \$2; appended was the remark: "By mail, 6c. extra." A little more of the spirit that wrote that advertisement is needed amongst Montreal bookmen. Most booksellers would have been glad to have sent that \$2 book post free. Mr. Chapman preserves his profit, and, in ninety-nine cases out of a hundred, does not lose his sale by charging his customer the full legitimate price.

To cut prices to undersell your neighbor is to act foolishly, and ought soon to become a proverbial fact, for, as sure as one dealer cuts, then his competitor will do likewise, and they are again both in the old position, only the bulk of the profit is gone. As a general rule, a reputation for being cheap is undesirable, anyway. A bookseller is in business to make a living, and the public will not deny him a reasonable profit, provided he does not deny it to himself.

One consequence of the slaughtering of the 75c. book may be that booksellers will push the cheap reading material. One dealer was heard to say that, as there is more money in the cheap novels than in the expensive books, he would push these for all he was worth. "I am in business to make money, and, if the publishers do not protect our profits by preventing those that slaughter prices from getting books, then we shall have to force them to do so. We are now looked to by the publishers to inform the public of the latest books; we do a great deal of the selling for them, yet they do not protect us. Then, we must needs refuse to do our part, and I, for one, intend to push the cheap books."

The novel trade has not been brisk this month. Perhaps the weather has been against it, or perhaps the want of activity may be attributed merely to the fact that this is between seasons. There is no ragging book. The "Master Christian" is selling only fairly well; "Eben Holden" perhaps surpasses it so far as demand is concerned. "Eleanor," by Mrs. Humphry Ward, is also selling well. Mrs. Steel's, "Hosts of the Lord," Henry Harland's "The Cardinal's Snuff Box," Maurice Thompson's "Alice of Old Vincennes," M. E. Seawell's "House of Outrement," Knox Magee's "With Ring of Shield" and Joseph Conrad's "Lord Jim," all published by the Montreal News Co., are being called for to some extent. In better books, Lord Rosebery's

"Napoleon: The Last Phase," published by Harper's at \$3 is being talked of more than any other work. Another good holiday gift book is Harper's work, titled "Women of the Bible"; the type, illustrations, paper, and, in fact, the whole production, is beautiful; it sells at \$2.

A few copies of the special \$1 number of The Illustrated London News on The Transvaal War have come to hand and were eagerly pounced upon. The work is a compilation of Spencer Wilkinson's records of the war and the drawings of the great journal's many artists. Eight beautiful photogravures are also included. Altogether it is a fine piece of workmanship and one that will be dearly treasured by those fortunate enough to secure a copy, but, to draw perhaps an unjust comparison, it does not equal that great Jubilee number.

F. E. Grafton & Sons, the St. James-street booksellers, are preparing to make a great display during December. The second floor of the establishment, which is a large, airy, well-lighted room, is to be decorated in holiday attire and is to have its walls covered with copies of Charles Dana Gibson's pictures. Several hundred of these are being brought from New York. But what will be the greatest attraction will be about 60 original Gibson sketches which Mr. Grafton has obtained permission to display. The copies will be sold at \$2. Productions of other American artists, such as Wensell, will also be on display. This will be a great feast for the art-worshipping public of Montreal and there is no doubt that they will warmly appreciate Mr. Grafton's enterprise in securing them such a treat. Mr. Grafton will likely be rewarded by a good sale of the pictures and also by a brisk demand for holiday books, for the class of trade who appreciate literature for holiday gift purposes will be attracted to his store by the art display.

Mr. Grafton has introduced another good feature into his holiday stock, in the shape of photographs of Montreal views mounted on cards bearing "Christmas Greeting." He intends that this should meet the wants, usually difficult to satisfy, of those who are continually crying for something essentially Canadian yet cheap and suitable for a Christmas present. The days when those red flowery German productions will suffice are past and the views seem to fill this place admirably. On this account also the "Souvenir Calendar," issued by the Grip Publishing Co., of Toronto, will be welcomed. It is sold in four styles; Canadian portrait calendar, Canadian stage calendar, Canadian college calendar, and Montreal calendar, each containing 13 views.

E.H.C.

BOOKS AND PERIODICALS.

W. M. BRIGGS' LIST OF FICTION.

In notable current fiction the publishing house of Wm. Briggs is pre eminent just now with such novels as "The Master Christian," "Eleanor," "The Isle of Unrest," "Quisante," etc., and the popular approval bestowed upon these is all, from the trade standpoint, one is required to recognize. Two of these novels, those by Mrs. Ward and Mr. Hope, are of the highest merit. Their success is a tribute to the public taste. The sales of all four books are likely to continue till Spring.

In addition to these, "A Bicycle of Cathay," by Frank R. Stockton, and "The Adventures of Ambrose Gwynett," by F. W. Hayes, a sequel to this writer's "A Kent Squire," are two novels placed on the market early in this month. The previous work of the author in each case justifies the expectation of a popular reception for these stories.

The appearance of "Lords of the North," by Agnes C. Laut, will be greeted with interest as it is Miss Laut's first novel. Miss Laut is a young Canadian writer who has already made a name for herself as a journalist. She began writing for The Manitoba Free Press, and afterwards wrote for The New York Evening Post, Sun and other high-class papers. While in Winnipeg and the West she gathered the material for this novel.

In some quarters Mr. Fraser has been criticized as copying Kipling and Seton-Thompson in his "Mooswa," though these two excellent writers are spared a reference to good old Æsop. The criticism is not well placed. No person with an average supply of sanity would contend that, because Kipling and Thompson write animal stories, therefore all other writers must "keep off the grass." A little browsing still remains. Even a critic should have discernment enough to see that Mr. Fraser's book has in it features that keep it quite distinct from those of the writers whom he is accused of imitating. The Boston Journal, in an admirable, discriminative review, makes the following comparison in the work of these three master writers :

Mr. Kipling imagines what animals must think and say, if thought and speech they have; Mr. Seton-Thompson glorifies their acts in interpreting them, and Mr. W. A. Fraser, in his "Mooswa and Others of the Boundaries," fancies them as human beings in speech and knowledge of the world, but further endowed with forest cunning. A child cannot conceive the full cleverness of Mr. Kipling's works; he will be influenced by Mr.

Thompson's, and even sentimentalize over it: he will quite understand Mr. Fraser's, but, as he grows older, he will perceive its incongruities, as he will detect the fallacies in fairy tales. While he is a child, he will probably enjoy it better than the work of either of the other authors.

The sale from the beginning has been phenomenal. Less than a week after publication the first American edition was exhausted, and in Canada the book has met with immediate success.

COPP, CLARK CO.'S LIST. The Copp, Clark Co. will mark this, the first Christmas in their splendid new establishment on Front street, with a notably strong list of books specially suited to holiday selling.

The most recent issue was "In the Palace of the King," Marion Crawford's new novel. It is a love story of Old Madrid in the 16th century—the time of its greatest glory. Mechanically, the book is a beautiful piece of work, the binding, the illustrations, paper and type, and the cover is stamped with the royal arms of Spain. The book is of the kind usually sold for \$1.50, but "In the Palace of the King" retails at \$1.25.

TWO FINE CHRISTMAS BOOKS.—A new edition of James Lane Allen's "A Kentucky Cardinal" has been issued by Copp, Clark Co., which will be much appreciated for the holiday trade. The cover is elaborately designed in red and gold, and Hugh Thompson has contributed 100 excellent pen-and-ink illustrations. The book retails for \$2. "Wanted—A Match-Maker," by Paul Leicester Ford, is another of Copp, Clark Co.'s Christmas books which is sure to be popular. The edition is a very handsome one. Besides the beautiful photogravure illustrations by H. C. Christy, each page is illuminated in green and black, and the cover design is a model of its kind. The pages are deckle-edged, with gold top. The retail price is \$2.

TOMMY AND GRIZEL. -- The book, "Tommy and Grizel" is "a wonder," even as Tommy himself. It is so "masterful," so full of the great soul of Barrie behind the two wonderfully drawn characters, for no man could perform such a vivisection without having experimented on his own soul first. This masterpiece is being reviewed everywhere. In England the leading literary publications are squandering columns upon it, praising it as one of the greatest pieces of character study ever written. The advance sales alone were 62,000, and,

from the publishers' standpoint, a still brighter future is prophesied for it.

"The Real Chinese Question" is one of the timeliest of books, and, while dealing with grave questions, it is as fascinating as a novel, and written in a beautiful style. Mr. Holcombe writes of it in his own introduction which is in keeping with the fair-mindedness throughout: "The volume apologizes for and defends no one, least of all the Chinese. It states facts, some of which are painful and humiliating, but which ought to be stated, and which are neither exaggerated nor overdrawn. It appeals not for China, but for fair play." Mr. Holcombe knows China as very few "outsiders" do.

A MILITARY BOOK. One of the chief interests for Canadians in "Ian Hamilton's March," by Winston Spencer Churchill, is that the first Canadian contingent formed part of General Hamilton's army. The book contains extracts from the diary of a former prisoner of war at Pretoria. We give here a note: "Christmas Day, 1899. I can scarcely realize that it is Christmas, the day I have hitherto spent at home with family and friends. I can see the rooms decorated with holly, and 'Merry Christmas' cut in white paper and pasted on red Turkish twill hanging over the doorway. A Merry Christmas! What irony! * * * with the New Year black, uncertain and unknown. Of course, we drank the health of the Queen at dinner—in lime juice! 'Twas all we had, but we meant it none the less."

IAN MACLAREN AGAIN. The author of "Beside the Bonnie Brier Bush," Rev. John Watson, "Ian Maclaren," has written a new devotional work entitled "Children of the Resurrection." It completes a trilogy of books of meditation appropriate to Holy Week. The first was the "Upper Room," now in its thirtieth thousand, and perhaps the most widely read of Dr. Watson's religious books. The second was "The Companions of the Sorrowful Way," while the present volume forms the third of the series.

Other books in the Copp, Clark's list are "Heronford," by S. R. Keightley; "The Grand Mademoiselle," by James Eugene Farmer; "The Idiot at Home," by John Kendrick Bangs, a new book of humor, and a new edition in cloth at 50c. of "Stories of the Maple Land," by Katherine A. Young. A Canadian copyright edition of James Lane Allen's "Kentucky Cardinal and Aftermath" for holiday sale, finely illustrated, is also promised. Booksellers will not forget the three new Henty books which are such large Christmas sellers.

Of HUGH WYNNE, the literary editor of The Toronto News said in a recent issue:

BOOKS AND PERIODICALS—Continued.

"The Copp, Clark Co. have shown good judgment in bringing out this handsomely bound and illustrated edition of Dr. Mitchell's great masterpiece. 'Hugh Wynne' has the distinction of belonging, with the two or three really great historical novels of American life produced by American writers. It is a novel of the Revolution, with a fidelity to history that has a singular charm for the reader, and a positive value for the student familiar with the historic characters and their setting."

THE HOSTS OF THE LORD.—Hamilton W. Mabie devotes the two opening pages

book is a thing to treasure, containing, as it does, such beautiful color illustrations, each one a gem.

THE HOUSE OF EGREMONT.—Molly Elliot Seawell has written a novel decidedly worth squandering an evening upon. The very first page is so taking that you don't want to stop reading, and after meeting Red Bess, Newgate Prison, you simply can't stop.

DR. NORTH AND HIS FRIENDS.—Not a word from any critic but in greatest praise of this new great work of Weir Mitchell's. It is a book full of beautiful characters and beautiful thoughts—no malice, no viciousness, no

this great author-artist have everywhere created an interest in the book apart from the beautiful character sketch of Wabb—Wabb, the poor lonely little cub, who became a cynical morbid old bear (so like a Human!) just because things went wrong with him in his youth. A dozen full-page drawings in tint are distributed through the text, each one worthy of a frame. The book is printed in black and red, the cover design is perfect and the whole creation is one of the most artistic things of the year.

THE IDIOT AT HOME.—John Kendrick Bangs is deliciously funny. Into this, his latest production, he has flashed enough



AGNES C. LAUT,
Author of "Lords of the North."



JOHN STUART THOMSON,
Author of "A Day's Song," "Estabelle," etc.

in November Book Reviews to a praise of this book by Flora Annie Steel, author of "On the Face of the Waters." Mrs. Steel writes of India as only one who has lived in and loves a country can, who knows its life, who has sounded the depths of its heart.

PATROON VAN VOLKENBERG, by Henry Thew Stephenson, is a brigandish sort of story, the kind most men like. A pipe, a great fire and "Patroon Van Volkenberg," will fill an ordinary man with happiness the whole of a long Winter evening, or the memory of it ever afterwards. And, too, he will have more than the memory, for the

morbidity—tools with which some authors think they have to work to satisfy a diseased element in the public mind, but cheeriness, hopefulness and love make the book a wholesome delight to the world-weary. Read "Dr. North and His Friends."

RICHARD YEA-AND-NAV.—By Maurice Hewlett. Better than "The Forest Lovers"! What more need be said. Richard Cœur-de-Lion is the hero, and his love for Jehane—beautiful Jehane of the sea-green eyes—makes 410 pages absorbingly interesting.

THE BIOGRAPHY OF A GRIZZLY, by Ernest Seton-Thompson, is a Christmas gem. The clever marginal drawings by

wit to keep every household (fortunate enough to possess a copy of "The Idiot at Home") in a good humor throughout their two weeks' Christmas holiday.

GEO. N.
MORANG &
CO.'S ITERS.

The publication of the new periodical called "The Monthly Review," by the well-known and historical English house of John Murray, has excited much interest in England, and the interest has extended to Canada and the United States. Doubleday, Page & Co. will control it in New York, and Mr. Morang in Canada. Mr. Murray evidently felt that in introducing a

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BY AGNES C. LAUT.

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In this stirring story the free, adventurous life of the trappers and rangers, the *choueurs des bois* and *bonshommes*, who travelled the immense solitudes of the northern West, and of the brigades of *les voyageurs* who traversed the waters from the St. Lawrence to the Mackenzie River is depicted as it has never been before. Miss Laut, choosing this interesting field in the early part of the century when the Hudson's Bay Company and the North-West Company were struggling for supremacy, has given to Canadian literature a story of great power and brilliancy.



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BOOKS AND PERIODICALS—Continued.
new review into the vortex of competition in periodical literature, which seems to rage in all countries, the only way was to produce something entirely unique and excellent. In his circular the publisher says :

The founders of "The Monthly Review" wish it to take its place among its older competitors in a modest and orderly manner, believing that neither "pushfulness" nor loud promises are likely to attract the readers they desire. But they are not, for all that, without their aspirations. They are resolved not to be mere imitators. They hope not to prove the inferior of any which have preceded them.

"The Review" appears to cover the whole field of the world's life. Its articles are excellent and sound, and as a guide to opinion it will be heartily welcomed by the thoughtful and intelligent. As to its get up it is far and away beyond anything yet produced. Fine paper, large type, of faultless printing, together with well-chosen illustrations, that are really illustrated and not merely meretricious pictures, make this magazine to stand in a class apart. In England "The Monthly Review" costs £1 10s. (\$7.50) per annum, but Mr. Morang has decided to supply it to subscribers in Canada for the reasonable sum of \$5 per annum.

Under the title of "The Bookman Classics," Morang & Co. are issuing some of the well-known and perennially interesting writings of the English-speaking world. The three at present available are "The Sentimental Journey," by Sterne; "The Scarlet Letter," by Hawthorne, and "Robinson Crusoe," by De Foe. These books are beautifully printed on fine white paper that is light in the hand and they are sure to excite the interest and attention of all book-lovers. At \$1.50 per volume these books are good attractions.

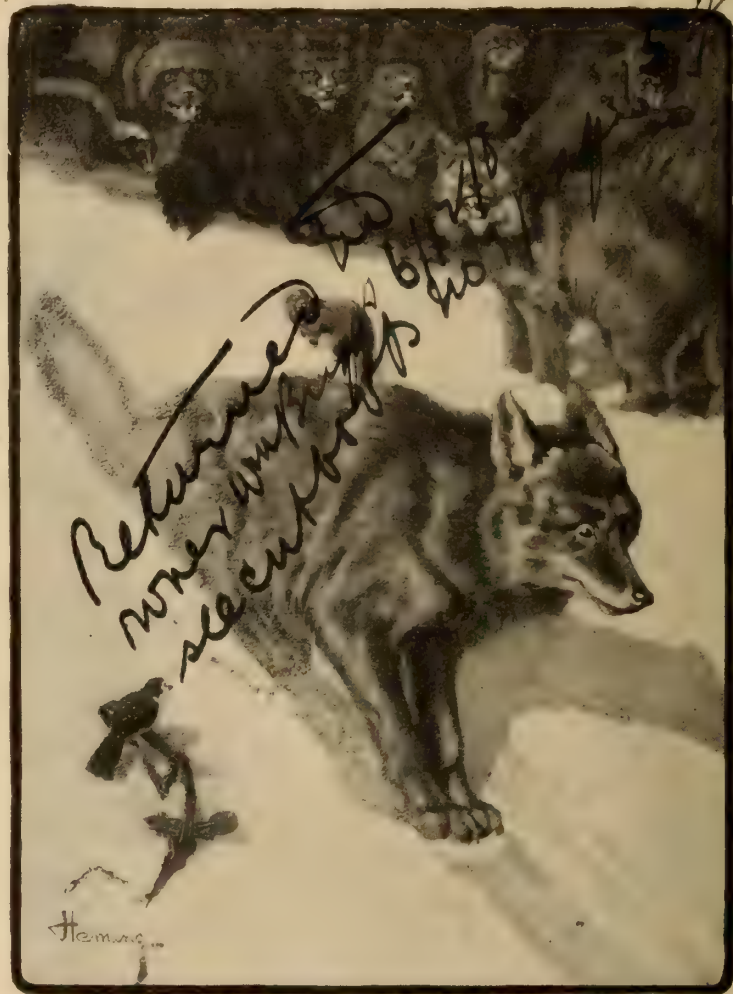
Miss Braddon's fine novel, "The Infidel," has been as well received in Canada as in the Old Country, where the reviewers have not been sparing of their praise. To those who know Miss Braddon's books of years ago, when she first captured her public with thrilling situations and first-rate literary workmanship, "The Infidel" comes as a pleasant revival of interest and the religious press has been unanimous in praising the work as a sound contribution to fiction. It is a novel of more than passing interest and will probably be a permanent seller.

As an example of the worth of a good literary reputation, the continued sale of Anthony Hope's "Prisoner of Zenda" and "Rupert of Hentzau" should certainly be an encouragement to novelists to write the best novel they can. After all that has been said about the melodramatic nature of these works the bookseller will be asked for them for years to come.

Morang & Co. have a fine selection of Christmas books. Their special selections for the holiday season are well worth the attention of the trade. There is a new demand for some of last season's books, including Frechette's "Christmas in French Canada," which, by the way, is now issued by Morang in French as well as English; the beautiful edition of Mabie's "In the Forest of Arden"; the illustrated "Rip Van Winkle"; "Miles' Natural History with Anecdote," with its colored pictures of animals; "Wild Animals I Have Known,"

specially bound and boxed, to sell at \$3, while the gilt cloth edition of Gilbert Parker's "Lane That Had no Turning" and "The Lullaby Land," of Eugene Field, are valuable additions. The last book in a special edition on fine paper and most artistically illustrated is, at \$1.25, probably the cheapest book at present in sight, and is having a rapid sale.

Conan Doyle's "History of the Boer War," of which Morang & Co. have the sole rights for Canada, has received the most sincere commendations in England,



Specimen illustration from "Mooswa," W. A. Fraser's great animal book.

and "Trail of the Sandhill Stag," and many others.

Among their books now prominent in trade season orders for this year are: "A Woman Tenderfoot," which has gone with a rush; "Soldiering in Canada," which will be frequently made a present of this Christmas; Lampman's poems, and a beautifully decorated edition of Browning's poem, "Pippa Passes." They have also a good item in a special holiday edition of Miss Johnston's novels, "To Have and to Hold" and "Prisoner of Hope," illustrated and

as it not only gives the best history of the war written, but as drawing from it many lessons for the future. This work is now in the press and will be produced in cloth at \$1.50.

LANIER'S POEMS—Dying at 45, Sidney Lanier left, besides several important volumes, a mass of material that he had contributed to various magazines and reviews. In "Select Poems of Sydney Lanier," just issued by Morang & Co., a book is presented to the literary and studious public that will be highly valued. No man

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BOOKS AND PERIODICALS—Continued.

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"The Psalms of David," just published, is a very handsome gift book. The illustrations are by Louis Rhead, and are distinct departures from the conventional. Rev. Dr. Newell Dwight Hillis, pastor of Plymouth Church, Brooklyn, has written a striking introduction for this attractive volume.

Professor Isaac Taylor Headland's charming book, "Chinese Mother Goose Rhymes," printed with such rare attractiveness, has leaped into instant public popularity. This volume is an entirely novel departure in book-making. The rhymes are printed in both Chinese and English. The illustrations accompanying the rhymes were prepared in China by the author. The Chinese Consul in New York, in writing to the author, said: "I hope it may lead the children of the West to love the children of the East, and that thus universal peace may be brought about, the foundation of which shall be the love of the children."

No such accurate statement has been elsewhere given of the point of view of the leading men of China in the present crisis as is contained in Viceroy Chang Chih-Tung's book, "China's Only Hope," published by the Revell Company. Secretary of State John Hay was one of the first to get a copy of this little volume. He writes of it: "I have read it with very great interest. It gives a remarkable insight into

the opinions and sentiments of the Chinese governing class. It deserves a wide circulation."

The title of Dr. W. A. P. Martin's volume telling the story of the recent stirring events in China will be "The Siege in Pekin." The book will not be long, but every chapter will be full of thrilling interest. Dr. Martin was an inside witness of the wonderful drama he recounts.

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Specimen illustration from "Ambrose Gwynett."

College Student," will be ready about December 1. It is well spoken of in the reviews in American papers, and has started off with a good sale. The price will be 25c. in paper and 50c. in cloth.

"Onesimus, Christ's Freedman," by Chas. E. Corwin, is just ready. It is a stirring work of fiction, the scene laid in Christianity's youth.

on this account, for the trend of political developments in the recent history of the Transvaal War has been so astutely forecast that Mr. Zangwill has been accused of plagiarizing history. Strange as it may appear, however, history may be said to have plagiarized Mr. Zangwill, for the book was conceived and worked out long before the Boer imbroglio. The Montreal Herald

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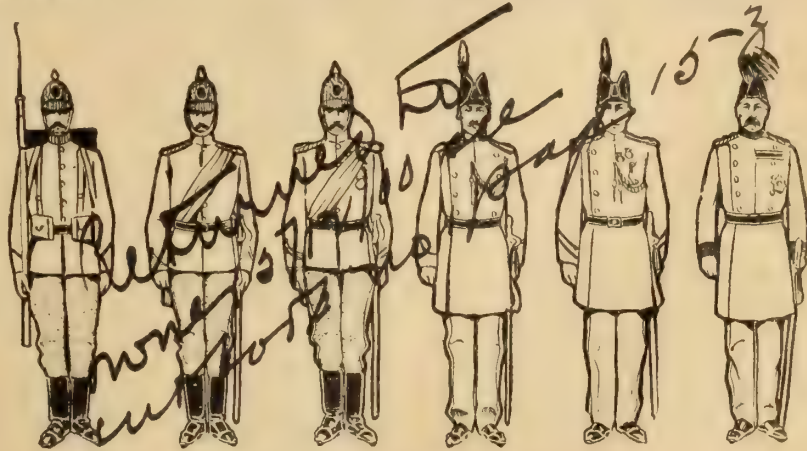
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UP FROM THE RANKS
FORT**

**THE MAPLE LEAF
CANADIAN AUTHORS**

THE COPP, CLARK COMPANY,
TORONTO. Limited,

BOOKS AND PERIODICALS—Continued.

has a very complimentary review. The Canadian edition has been revised since the English edition was issued some two weeks ago.

MR. LLOYD'S BOOK—The success of new authors is one of the phenomena of the day, and the immense popularity of "Stringtown on the Pike," immediately on publication, indicates a sale rivalling the immense successes of our most popular books of the day. The advance sales were over 10,000 copies, and within a month of publication five large editions were issued. John Uri Lloyd, the author of "Stringtown," although a chemist of world-wide fame, and author of a scientific romance "Etidorhpa," a book whose sale considerably exceeded 100,000 copies, has here made his first venture in fiction.

That his success in this line has been no less marked than in chemistry is evidenced by the splendid reception accorded the book by both the press and the reading public. The Toronto Star, after comparing him to Jas. Lane Allen and Geo. W. Cable, says: "The worthiest epicist of the South that has yet arisen is John Uri Lloyd. He has just the quality, the lack of which I have often bewailed in these columns. He creates character. The old voodoo nigger, Cupe, and the Red-Headed Boy are seared as it were into my recollection, so strongly are they drawn." A very attractive feature of the book is a number of full-page illustrations from photos taken by Mrs. Lloyd.

Max Pemberton is an author so well known that it is only to be expected that his new novel, "The Footsteps of a Throne," would attract great attention. He has again chosen the field where he has won so many successes in fiction, modern Russia, and has put so much life and vim in his new book that it eclipses all his former works. It leaped into instant popularity in Great Britain, the advance sales being 10,000 copies, and The New York Times says it is one of the most successful novels of the London season.

LORD JIM, by Jos. Conrad, is certainly a remarkable book, and cannot be better described than in the words of The London Academy: "'Lord Jim' is a searching study * * * all done with a poetical, romantic, half-wistful air for which we go in vain to any other English writer * * *

He is at once a reader's and a novelist's delight."

"The Girl at the Halfway House," by E. Hough, is a delightful epic of the West, and is a powerfully dramatic picture of the picturesque and romantic days when the development of the Great West was in its pioneer stage. An attractive story and an enlightening study, it is a novel unique in interest and charm, and a book the reading of which one cannot afford to miss.

Five editions already published in the United States, and a reputation for provoking wider discussion and more varied



The Stringtown Pike.

criticisms than any book of the present day, is the record of "Robert Orange," by John Oliver Hobbes. Politics play an important part in the book, and The Sphere says: "It is a triumph of intellectual creativeness, and it has held me captive from cover to cover."

The works of Canadian authors are of special interest, and that very popular contributor to our leading magazines, Miss Joanna E. Wood, merits more than a passing notice. Her new book, "A Daughter of Witches," is an exceedingly clever work. In developing her characters Miss Wood shows unusual insight; they are all distinct personages and are well wrought out. Temperance and Sally's quaint sayings are very humorous, and the clever dialogue throughout the book completes a most interesting tale.

THE GATELESS BARRIER.—The third edition of Miss Kingsley's new story, "The Gateless Barrier," has been sold in England. The Athenaeum, The Academy, The Westminster Gazette and other leading authorities praise the originality and elegance of the book. The Daily Telegraph says: "It is an admirable piece of work—skilful in manipulation, interesting as a story, with a fascination of its own." The Canadian Teacher calls it "a romance of considerable power," and adds that, "the author's pen runs along like the pencil of a Planchette."

POETRY AND CHRISTMAS NOVELTIES.

A new volume of verse by John Stuart Thomson, has been published by William Briggs. He has dedicated it to Hon. W. S. Fielding. This volume, "A Day's Song," contains some of Mr. Thomson's best works and equals in merit his previous collection of poems "Estabelle and Other Verse." Mr. Thomson was born and educated in Montreal, of Scotch parentage on his father's side, and on his mother's of old U.E. Loyalist stock. Some six years ago he left McGill University and is now assistant to President Plant, of the Canadian Atlantic and Plant Steamship Co., New York.

"In Bohemia," is a collection of verse from the pen of Mrs. Hunt, daughter of the late Judge Gale, of Montreal. Mrs. Hunt has real poetic taste and her versification is musical. There is a pleasing little dramatic sketch in the volume which gives it its title. The book is prettily bound and sells at \$1. A capital Christmas gift.

The Patriotic calendar for 1901 is a glowing piece of work with its military coloring. The boards are firm and stiff, and the design lithographed in an artistic style. Portraits of the Queen, the South-African generals, the Canadian commanders and engraved scenes enter into the design. The calendar is handsomely boxed and a card with the season's greetings is enclosed.

A delightful book for children this Christmas is the beautifully illustrated "Pretty Picture Songs for Little Folks." The music for this was composed by Mr. G. Alfrid Grant-Scharfe; the pictures were drawn by Mr. Walt M. DeKalb. Each page of music is fancifully decorated, many of the pictures being of the most droll character.

Sad interest attaches to the posthumous publication of Dr. Rand's "Song-Waves." This fine poem of nearly 80 stanzas and the other poems in the volume were gotten ready for the printer some little time previous to Dr. Rand's death. Its publication now will be welcomed by the author's friends, and will place on a still more enduring foundation his fame as one of the best of Canada's verse-writers. A fine portrait of Dr. Rand, from a painting by Mr. J. W. L. Forster, forms a frontispiece for the book.

The patriotic and praiseworthy attempt by Dr. MacKay, of Woodstock, in his "Zorra Boys at Home and Abroad," to trace the career of some of the sons of the sister townships of East and West Zorra, in Oxford county, makes one rub his eyes as he considers what a showing could be made were every township of this noted Province of Ontario similarly written up. Two of Zorra's famous sons, whose names are probably more widely known than any others, are the celebrated missionary, Mac-

Kay, of Formosa, and the well-known author "Ralph Connor" (Rev. Chas. W. Gordon). The story of lives like these is, as Dr. MacKay remarks, "an honor to the memory of our pioneer fathers and mothers, and ought to be an inspiration to the young men and women of to-day."

In "Mother Goose's Bicycle Tour," by M. S. G., a unique feature is introduced in presenting the familiar Mother Goose Rhymes partly in English and partly in French. A glossary of words and phrases at the end, with the pronunciation indicated, makes intelligible to English readers the lines in French. The illustrations, by a German artist, are numerous and many of them very comical. The book is bound in cardboard and cloth, in colors, and will make a very pretty Christmas gift. It will be especially appreciated by students of the French language.

The growing interest in the Ontario Historical Society's effort to raise a monument to the memory of Laura Secord, the heroine of the war of 1812, should stimulate the sales of Mrs. Currie's "The Story of Laura Secord and Canadian Reminiscences." The book presents much valuable and interesting matter and contains many engravings of historical interest.

THE PUBLISHERS' SYNDICATE'S CHRISTMAS BOOKS. The Christmas list of books issued by The Publishers' Syndicate, Limited, 7 and 9 King street east, Toronto, includes a number of entirely new volumes which are specially prepared for Christmas gifts. Perhaps the most notable of these is "Three Little Maids," by Ethel Turner, which will undoubtedly prove the most popular girl's story published in this country in recent years. Miss Turner has made an excellent name in England and is now recognized as the literary successor of Louisa M. Alcott. Her "Three Little Maids" is an intensely natural and vivid portrayal of girl life and will be enjoyed.

The two books for boys that are most prominent this season are: "The Boy's Book of Inventions," by Ray Stannard Baker, and "The Boy's Book of Explorations," by Tudor Jenks. Both those books are profusely illustrated and will prove of absorbing interest to boys. They are published by the Publishers' Syndicate, Limited.

The collective writings, edited by Esther Singleton, are also amongst the foremost books of this year. They are issued by The Publishers' Syndicate and the most recent of them is entitled "Wonders of Nature, as described by Great Writers." Miss Singleton's books are very extensively sold and each succeeding volume enhances the popularity of the series.

The Wild Life Calendar of The Publishers' Syndicate has taken rank as the finest art calendar ever issued in Canada. It is a really magnificent calendar in half-tones, from original drawings by Arthur Heming and John Innes. It contains six plates and an etched cover and is 14 x 21 inches in size, printed in colors. This is really the most artistic production of its kind ever attempted and is specially suitable for transmission abroad.

In addition to the above attractions, the Christmas list of the Publishers' Syndicate includes a large number of rare and valuable volumes, editions de luxe and other attractive specialties never before found in a Canadian publisher's list. Those seeking fine publications for Christmas trade cannot do better than select from The Publisher's Syndicate's Christmas list.

MORANG'S EDUCATIONAL SERIES.

An event of some note in the publication of Canadian school books is the appearance in the field of Geo. N. Morang & Co. with a list of text books, each one of which appeals to instructors of youth on its merits.

This method of issuing school books is probably preferable to every other, provided always that the books are right.

This is a point on which Morang & Co. have taken every precaution, because the books have been pronounced upon by competent authorities, and are, in all respects, of the highest merit.

One of the new text books is Buehler's "Modern English Grammar," a clear and exhaustive treatise on the whole subject, historical, derivative and structural, fully expounding the various principles according to the latest ideas. It sells for 75c., but teachers who wish to examine a copy can make special terms. No more thorough work has been produced on English language and grammar.

Another item in the list is Morang's Illustrated Classical Series. This includes the chief Latin and Greek authors used in schools. The editions are those of eminent Oxford or other English scholars, with copious notes, etc. A low price is quoted on these books. They are nicely bound and attractive.

Of Scott's "Lay of the Last Minstrel"

The Canadian Almanac

FOR 1901.

A YEAR BOOK FOR THE DOMINION.

FOUNDED IN 1847.

THIS issue of the CANADIAN ALMANAC, which forms the fifty-fourth of the series, will be found unusually valuable, and will be indispensable to every office and library in the Dominion. The information given is all compiled from official sources by a number of contributors, each of whom has his own special department. Many of the lists given are not found elsewhere, and in no other volume can so much information about Canada be found in so small a space.

Price in Paper Covers, - - - 25 cents.

" Cloth Cased, - - - 50 "

DISCOUNT TO THE TRADE.

THE COPP, CLARK COMPANY, Limited

64 & 66 Front Street West, TORONTO.

—one of the most acceptable books for the literary curriculum—there is a good edition (50c.), illustrated, good type, nicely bound, and with Dr. Rolfe's valuable notes.

A decidedly novel feature is the series of Reading Cards for public school use. These cards contain short lessons printed on the outline of an animal, and are intended to be used in the classroom for young pupils when not at the blackboard. They appear to be a valuable contribution to modern methods of teaching children to read easily and smoothly.

Another interesting item in Morang's series is the "Modern Phonic Primer," printed in colors and believed to be without its equal in either England or the United States. It is bound in limp cloth, contains 64 pp., and sells at 12c. The book is prepared carefully, that is, the words are used so as to appeal to the age, sense and knowledge of the child. This book will be out shortly and the publishers believe it will go far to revolutionize the teaching of reading in this country.

ART IN BOOKMAKING.

"ART IN BOOKMAKING" was the subject of a very interesting lecture at the Women's Art Association, in Toronto, a few days ago, delivered by Mr. E. J. Hathaway, of Warwick Bros. & Rutter. In discussing the various operations necessary in making a book the lecturer was thoroughly at home, and made his discourse very entertaining as well as instructive. After stating that art in bookmaking was not pictorial, but architectural, Mr. Hathaway proceeded to consider how this artistic result might be obtained. He took up in order the typography, illustrations, binding and finishing of books, and pointed out how each affected the book as an artistic production, either favorably or adversely. Each operation was clearly described, as well as the difficulties attending it and the skill necessary to produce a satisfactory result. The letterpress must be clear and easily read; the illustrations, if there are any, must serve to give a more thorough grasp of the author's meaning, and the binding and finishing must be in accordance with the literary merits of the book, that is, that in a poorly written or worthless book it would be out of place to have an elaborate and costly binding, and vice versa. The development of the different crafts in book-making from the earliest times up to the present was also an interesting feature of the lecture.

The High Commissioner's office in London reports that a Midlands firm would be prepared to take up the sale of Canadian wall paper of suitable patterns and widths (21 in.).

THE MONTREAL BOOK AND STATIONERY TRADE.

Past and Present.

III.

R. & C. Chalmers, whom we find in 1849 at 8 Great St. James street, were the 'swell' booksellers and stationers of the town. They handled expensive works, fancy as well as plain stationery, and imported the London newspapers, magazines, etc., as well as American books.

F. E. Grafton & Sons, who are doing a publishing and wholesale and retail business at 240 St. James street, are an old and well-established house. Mr. Grafton came to Canada in 1846, after serving an apprenticeship in a London bookstore. For a long time he was connected with The Witness, and when John Dougall established his book business he was given charge. In 1865 he established a business of his own on St. James street. The bulk of the work now falls upon his two able and courteous sons, A. R. and F. E. This firm have published many school books, including spellers, copy books, arithmetics, historical readers, etc., and enjoys a patronage that extends from coast to coast.

There have been many other firms of more or less importance doing business during the last 40 years, but space forbids more than a mention. The chief is, perhaps, Mr. E. C. Hill, who had a store on Place D'Armes, and, later, on Phillips Square. He was a typical Englishman and an old-time bookseller. His circulating library was well patronized. R. Weir & Co., who owned The Herald, were at one time an important stationery firm. They were succeeded by Jas. Sutherland, commonly considered the most handsome cavalryman of Montreal in his day, and he was followed by his nephew, Jas. Sutherland. Jos. Fortier, who now trades at 254 St. James street. Alexander Murray & Co. had two establishments, one at the corner of St. Lambert Hill and Notre Dame street and the other at the corner of Notre Dame and St. John streets. They published The Importers' Guide. Richard Worthington, at 199 St. James street, was an influential bookseller and publisher in his day. Mr. Eben Picken, who has been doing business in a quiet way at Beaver Hall for 22 years, is now generally consulted when a particularly-rare book is desired. E. Pickup had a news depot at 63 St. Francois Xavier street in the fifties. Thos. Riddle had been in his employ, but he established a business of his own on Notre Dame street, and subsequently moved to St. James street, where he did a large wholesale trade. He started the Dominion Paper Mills, at Kingsey Falls,

Que. Mr. Pickup was originally the sexton of St. James Street Methodist Church, and when the Government introduced postage stamps he obtained the sole agency for Montreal, on a 5-per-cent. commission basis. He opened a book and news agency in connection with the stamp business, and in a few years became quite wealthy.

James Ruthven, who was for some time in business on Notre Dame street, was for many years in charge of John Lovell's manufacturing department. He finally removed to Ottawa to take charge of the manufacturing department of Jas. Hope & Sons. He died a few years ago, the oldest bookbinder in Canada.

F. C. and A. Dredge were bookbinders who learned their business with Armour & Ramsay. They commenced business on St. Maurice street, moved to McGill street, from there to St. Paul street, and finally to Toronto where they did a large wholesale and retail trade; Frank Dredge has been dead for some years and Alfred Dredge is now in New York, engaged in the manufacture of ruling pens by machinery of his own invention.

John Parslow came from Robert Miller's employ. He started on St. Francois Xavier street, and was afterwards on St. Paul street. He moved later to St. James street, in the Barron Block, was burnt out there, removed to Notre Dame street, and was succeeded by Barwick & Milne, who were both in his employ.

Alexander Buntin & Co. for many years did an exceedingly large stationery trade throughout Canada. Mr. Buntin was at one time in the employ of W. & R. Miller & Co., who manufactured paper at Valleyfield, and had a warehouse on St. Paul street. Mr. Buntin had obtained control of the business in 1857, and his paper mills soon became noted for their large output of papers and envelopes of all descriptions. Branches were established in Hamilton and Toronto and we still see the name in such titles as Buntin, Gillies & Co., of Hamilton, and Buntin, Reid & Co., of Toronto. Only this year the Valleyfield mills have ceased to manufacture paper. The Montreal firm name was in time changed to Buntin & Boyd. Alex. Boyd afterwards obtained sole control, but he was burned out on St. Sulpice street.

Messrs. H. C. Cadieux and L. J. A. Derome formed a partnership in 1878 to start a publishing and importation house. To-day, Cadieux & Derome are one of the largest wholesale bookhouses in the city, and they send out four travelers scouring the country for orders. They have not moved since they started business, although trade expansion has necessitated their securing two adjacent stores. E.H.C.

To be continued.

NOTES OF WINNIPEG TRADE.

Winnipeg, November 28.

VERY considerable interest is being taken in Winnipeg in the book being gotten out in support of the Children's Aid Shelter. It is to be called "The Little Manitoban," and contains, in the first place, a number of stories written by the children of the Province, and, second, a number of stories written for children by local authors. Mary Markwell is writing one story and also acting as editor-in-chief, a post which is by no means a sinecure. The book will be profusely illustrated and handsomely bound, and will sell at \$1. Already a large number of orders have been taken by the committee who have the canvassing of the city in hand. The book will no doubt be popular as a gift to send to the Old Country, as it will be a fair sample of local talent, not alone in the letterpress, but as to illustrations, binding, printing, etc., all of which is being done in Winnipeg.

Trade in books and stationery is fair. Retail stores are not yet putting on holiday attire or showing holiday wares to any extent, but there is every indication of a good Christmas trade.

Now that the elections are over and the people have stopped reading editorials on the scandalous conduct of the other side, there is an increased demand for the better class of current fiction.

"The Master Christian" is finding many readers, and you hear almost as many opinions as there are readers. The majority, however, seem to recognize that this is her best work, even when they cannot agree wholly with the trend of thought. It is a refreshing change from almost all her other books, in the fact that she places a high value on woman's work and worth in the world. Hitherto Marie seems to have had a standing quarrel with every other woman. How our friends of the Roman Catholic communion will regard it is another matter. Small doubt but that it will find its way to the Index Expurgatorius. On the other hand, our American cousins should feel duly flattered that the reformation of the world is to come via the United States. Aubrey Leigh is a grandly-drawn character, and, perhaps it is well to remember that the untrammelled spirit of the West, when educated and cultured, may be one of the great redemptive forces of the old world. Cardinal Bonpre reminds one of Victor Hugo's good Bishop. The conception of "The Christ" as the child Manuel is very beautiful; nevertheless every such attempt at realizing the ideal in the mind of the

world is a disappointment, and we learn the wisdom of Holy Writ in saying "the child grew in wisdom and stature" and leaving the rest to the imagination of the individual Christian.

E.C.H.

Books on China are not being forgotten. There seems to be a desire, which is general, if not very strong, to learn more of the Celestials. The principal books recommended are: "Russia vs. India," by Archibald R. Colquhoun (Harper's); "China in Decay," by Geo. Bell, \$1.25; "China in Transformation," \$3. (Harper's);

"Overland to China," \$3; "The Breaking Up of China", by Lord Charles Beresford, and the "Crisis in China," a collection of views by experts, published by Harpers, at \$1.00.

A second edition of the booklet, "On the Making of Printed Books," has been issued by Warwick Bros. & Rutter. This is rather a fancy edition, printed on Japan vellum paper and limited to 25 copies, each of which is numbered, and signed by the author, Mr. E. J. Hathaway. This is the first time, we believe, that this kind of paper has been used for bookmaking purposes.

"In the Spring the Young Man's Fancy."

Valentines for 1901.

COMIC VALENTINES

Designs funnier than ever.
35 and 80 cents per gross.

LACE VALENTINES

Novel and beautiful lace
confections. 80 cents per
gross to \$3.60 per doz.

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Large selections of dainty
shapes. \$1.25 to \$7.00 per
hundred.

VALENTINE
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In forty-seven different
styles. 80 cents to \$3.60
per hundred.

Embossed Valentine Envelopes to suit all
sizes and styles.

The Copp, Clark
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TORONTO

WALL PAPER AND DECORATIONS.

CHOOSING WALL PAPERS.

WHETHER one selects a cheap or an expensive wall paper, the most important thing to be borne in mind is the color scheme of the room. Next to that the size, proportions and the amount of light are the conditions that should determine the choice of paper. For those who may be uncertain of their infallibility in the matter of taste, plain papers are safer, especially in soft neutral tints, that will form a good background for all kinds of furniture and will not quarrel with the woodwork or anything else near which they may be placed. But if one is seeking more than a background—if the walls are to have a part in the decorative scheme of the apartment—of course designs and colors must be introduced. The tapestry papers are deservedly popular, and if artistic principles are considered in their selection they never can go out of style. Most of them have the advantage of having the ground well covered with a close, harmonious pattern adapted to rooms of varying sizes. These papers are especially desirable for dining-rooms. Sometimes, when there is a definite scenic pattern, the paper is put on the walls in panels to bring it out well, the panels being framed in narrow moldings, and the remainder of the wall covered with a plain paper in keeping with the prevailing tint in the tapestry.

A hunting scene, a group of animals, any sort of a pastoral picture treated in this way, is good. The panels should be proportioned, of course, to the spaces they are to occupy, and should not be used if there are wall spaces of great extent.

Certain richly-colored tapestry papers in conventional designs are especially adapted to "dens." Another use for these may be found in paneling the too obtrusive doors of closets and other rooms with them.

For drawing-rooms and libraries the handsomest thing is paper that resembles striped or brocaded velvet so closely that it is almost impossible to distinguish it from the fabric itself. There are other papers of rich floral designs equally suitable for these rooms and less expensive, but the two tone papers are safest. Also there is an excellent thing in grass cloth, in several shades, that has an exquisite glossy sheen when it is on the wall, but this is almost as expensive as the velvet papers. Silver and gold are seen in few of the really artistic papers. A library

ordinarily has limited wall spaces and the furnishing is likely to be of a somewhat sombre character. It will stand, therefore, a rich, bright paper better than a room in which these qualities are to be found in its fittings.

Burlap is favored by many persons for a wall covering, and it comes in excellent colors, plain and figured, but it should be prepared especially for wall use, otherwise it will make a terrible dust collector. Denim and other fabrics have been used for the same purpose with good effect.

There are many notable specialties in wall paper. There are representations of books that can be used in a strip to simulate a shelf of books in a suitably shaped space, and there are most attractive designs that can be arranged to illustrate stories and poems on the walls of children's rooms.

For bedrooms the wall papers are dainty, æsthetic and inexpensive. For a young girl's room an exquisite thing is striped, with half open pink rosebuds in alternation with filmy white lace, through which the pink ground of the paper shows.

Another design for a pink and white bedroom has pink clover blossoms scattered over a white ground. Blue and white effects are gained with blue ribbons entwined among blue and white blossoms, or with alternate blue and white stripes forming the foundation for a dainty lace or floral effect.

For rooms with low ceilings the paper ordinarily runs from the floor to cornice molding, but where the ceilings are too high to admit of this being done with good effect plain paper to match the tone of the ceiling is used for a frieze, or frequently the plan is reversed and a bright flowered paper is used as a frieze for a plain wall paper. A plain olive paper, with a frieze of big pink poppies, is good used in this way. The "two thirds" treatment is excellent for rooms with high ceilings, the walls to the height of two-thirds being covered with the plain paper and the remainder with figured, or vice versa.

Ceilings, when not papered, are tinted to harmonize with the ground tone of the paper. If paper is used, it should be selected with the same purpose in view.

Especially prepared papers for bathrooms have a glazed effect and a surface that can be washed like paint. They closely resemble tiles, being in tile patterns, and many of them having the designs thrown

up in relief. These papers are good for nurseries, because of the readiness with which they can be cleansed. In the matter of light, if one has a room facing the south, she doesn't want yellow paper. Save that for the north room. Darkened rooms can be lightened perceptibly by the use of light papers. Those in which there is likely to be a glare can be toned down by the use of neutral colors on the walls,

Large designs never should have place on the walls of small rooms. An indistinct or well-mingled design is better than one that stands out too vividly, as one will not tire of it nearly so soon.

Many papers can be matched in chintzes and cretonnes, but ordinarily it is more satisfactory to use draperies contrasting with the paper. This, however, is a matter of individual taste and conditions.—New York exchange.

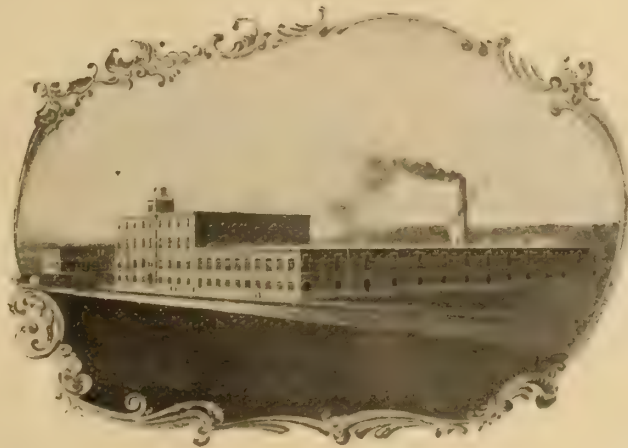
OLD NAME—NEW DRESS!

"Stauntons Limited" is the new company name of the old firm of M. Staunton & Co., wall paper manufacturers, Toronto. The Stauntons have been extending their business so rapidly of late that it was necessary to add a splendid big addition to their premises. We congratulate them on the enterprise which made this expansion necessary and wish them greater and greater success. They are enthusiastic over the splendid reception their 1901 line has had where ever shown, and orders are still coming in generously by mail and also by their travelers. You know if you haven't made a selection of papers for your next season's trade that a good idea would be to drop the Stauntons Limited a card requesting them to send you a line of their samples to select from, for they'll do so gladly.

Wm. Drysdale & Co. have secured the Montreal agency for a new book entitled, "New Methods in Education," by J. Liberty Todd, published by Orange Judd Co. The prospectus says it is an "art real manual training nature study." Its purpose is to explain processes whereby hand, eye, and mind are educated by means that conserve vitality and develop a union of thought and action. Mr. Todd has made a deep and long study of the problems of education, and he has come to believe that the old education is too much dependent upon books. He asserts that nature and experience are the best teachers, and, with this idea, methods of instruction have been formulated. The methods are explained in this book and so it ought to prove interesting to teachers. It is profusely illustrated and sells at \$3.

THE WATSON, FOSTER CO., LIMITED
* * * MONTREAL

MANUFACTURERS OF ALL GRADES OF
* WALL PAPER *



WORKS, ONTARIO STREET EAST.
CAPACITY, 70,000 ROLLS PER DAY.

PREPAID SAMPLES TO
PROSPECTIVE BUYERS.

ORDER WHILE THE
LINE IS COMPLETE.

BEST SELLING BOOKS LAST MONTH.

*** We assure our readers that these lists emanate from leading members of the retail trade throughout Canada, and are in no way inspired by publishers or authors.

PETERBOROUGH.

1. "The Master Christian" (Corelli).
2. "Tommy and Grizel" (Barrie).
3. "The Infidel" (Braddon).
4. "Daughter of Witches" (Wood).
5. "Sons of the Morning" (Phillipotts).
6. "The Footsteps of a Throne" (Pemberton).

BRANTFORD.

1. "David Corson" (Goss).
2. "The Master Christian" (Corelli).
3. "Lullaby Land" (Field).
4. "A Lunatic at Large."
5. "Eben Holden" (Bacheller).
6. "To Have and To Hold" (Johnston).

HAMILTON.

1. "The Master Christian" (Corelli).
2. "Eben Holden" (Bacheller).
3. "David Corson" (Goss).
4. "Sons of the Morning" (Phillipotts).
5. "A Gateless Barrier."
6. "Winefred" (Baring-Gould).

STRATFORD.

1. "Committed to His Charge."
2. "Eben Holden" (Bacheller).
3. "The Master Christian" (Corelli).
4. "Dream of a Throne" (Embree).
5. "Heart's Highway" (Wilkins).
6. "Isle of Unrest" (Merriman).

GUELPH.

1. "The Master Christian" (Corelli).
2. "Eben Holden" (Bacheller).
3. "Eleanor" (Ward).
4. "Lane that Had No Turning" (Parker).

5. "Tommy and Grizel" (Barrie).
6. "The Cardinal's Snuff Box" (Harland).

BELLEVILLE.

1. "Lane that Had No Turning" (Parker).
2. "Quisante" (Hope).
3. "Tommy and Grizel" (Barrie).
4. "The Master Christian" (Corelli).
5. "A Woman Tenderfoot" (Thompson).
6. "The Black Terror."

MONTREAL.

1. "Eleanor" (Ward).
2. "Quisante" (Hope).
3. "The Master Christian" (Corelli).
4. "Tommy and Grizel" (Barrie).
5. "Billy Baxter's Letters."
6. "Elizabeth and Her German Garden."

OTTAWA.

1. "The Master Christian" (Corelli).
2. "Tommy and Grizel" (Barrie).
3. "To Have and To Hold" (Johnston).
4. "Dr. North and His Friends" (Mitchell).
5. "The Heart's Highway" (Wilkins).
6. "Quisante" (Hope).

HALIFAX.

1. "Ian Hamilton's March" (Churchill).
2. "Eben Holden" (Bacheller).
3. "Eleanor" (Ward).
4. "Lane that Had No Turning" (Parker).
5. "Voices of the Night" (Steel).
6. "The Infidel" (Braddon).

WINNIPEG.

1. "The Hosts of the Lord" (Steel).

2. "Quisante" (Hope).
3. "The Master Christian" (Corelli).
4. "A Woman Tenderfoot" (Thompson).
5. "Tommy and Grizel" (Barrie).
6. "Mooswa" (Fraser).

VICTORIA.

1. "The Master Christian" (Corelli).
2. "Quisante" (Hope).
3. "The Isle of Unrest" (Merriman).
4. "Voices in the Night."
5. "Eleanor" (Ward).
6. "Unleavened Bread" (Grant).

VANCOUVER.

1. "The Master Christian" (Corelli).
2. "Tommy and Grizel" (Barrie).
3. "The Black Terror."
4. "Caged."
5. "Eleanor" (Ward).
6. "Sons of The Morning" (Phillipotts).

ENGLAND.

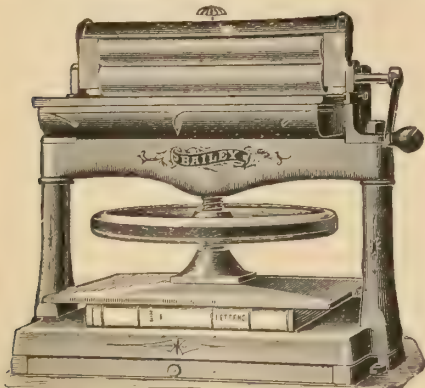
1. "The Master Christian" (Corelli).
2. "Quisante" (Hope).
3. "The Isle of Unrest" (Merriman).
4. "The Infidel" (Braddon).
5. "Boy" (Corelli).
6. "Tommy and Grizel" (Barrie).

SCOTLAND.

1. "The Master Christian" (Corelli).
2. "Tommy and Grizel" (Barrie).
3. "The Isle of Unrest" (Merriman).
4. "Lord Jim" (Conrad).
5. "Master of Craft" (Jacobs).
6. "Quisante" (Hope).

AN IMPROVED LETTER PRESS.

The accompanying cut shows the Bailey letter press now being handled by The Fairbanks Co., of Montreal. This is claimed to be the most up-to-date and improved press on the market, and a vast improvement on the old-fashioned brush and water pan arrangement. Moistening bath, wringer and pad drawer are all attached to the



press, making it most complete and convenient. It is finished in black enamel handsomely ornamented with gold.

These presses will be sent out on trial, if so desired, and prices and catalogues may be obtained by a post card to The Fairbanks Co., 749 Craig street, Montreal.

A memoir of the Emperor Frederick, translated from a German writer, is to be published by Messrs. Harper. The author, it would appear, was on good terms both with the Emperor and with Bismarck.

THE ANNUALS FOR 1900.

THE four popular volumes issued annually in Canada by Warwick Bros. & Rutter are now being sent out to the booksellers. The bindings, as usual, are handsome and attractive. In no previous year have the contents of these volumes been more interesting.

The Leisure Hour, in its new size, is a perfect treasure-house of over 1,000 pages. The colored plates and frontispieces number 13, and the engravings are innumerable, and even finer than in most magazines. The continued tales include "An Alabaster Box," by Sir Walter Besant; "The Curse of Killucan," by Kathleen Desmond, and "Tom Wallis," by Louis Beck. There are over 20 short stories. The customary contributions on science, biography, varieties, poetry, etc., enrich the volume for family reading.

For Sunday reading, The Sunday at Home maintains its high standard of excellence. Twelve colored plates and many full-page engravings embellish the book, while portraits of noted persons are numerous. The fiction includes five serial stories, all, of course, complete in the volume. The sermons and devotional papers, the missionary notes and special articles dealing with religious work throughout the world are of high merit. There are over 800 pages in this book. It is a perfect gift book for serious-minded people of all ages.

The 1900 volume of The Girl's Own Annual contains innumerable good things for girl readers. Dress, amusements, cooking, health, etc., are dealt with in

excellent articles by competent writers. Rosa Nouchette Carey's serial "Life's Trivial Round," Mrs. Vaizeq's "More about Peggy," and "Lady Dye's Reparation," by Sarah Doudney, are three of the continued stories. The music, the colored plates, the plans for home work, etc., are all quite up to the usual high standard.

An inexhaustible mine of amusement for lads is The Boy's Own Annual. Tales by David Ker, R. W. K. Edwards, F. B. Forester, Jules Verne, Havelock Jerran, G. A. Henty, Clark Russell, indicate the kind of fiction which readers get. Amateur carpentering, sports, animal pets, adventures and all sorts of topics of great moment to boys are in the programme. Happy is the boy who gets one of these books.

FOR SALE.

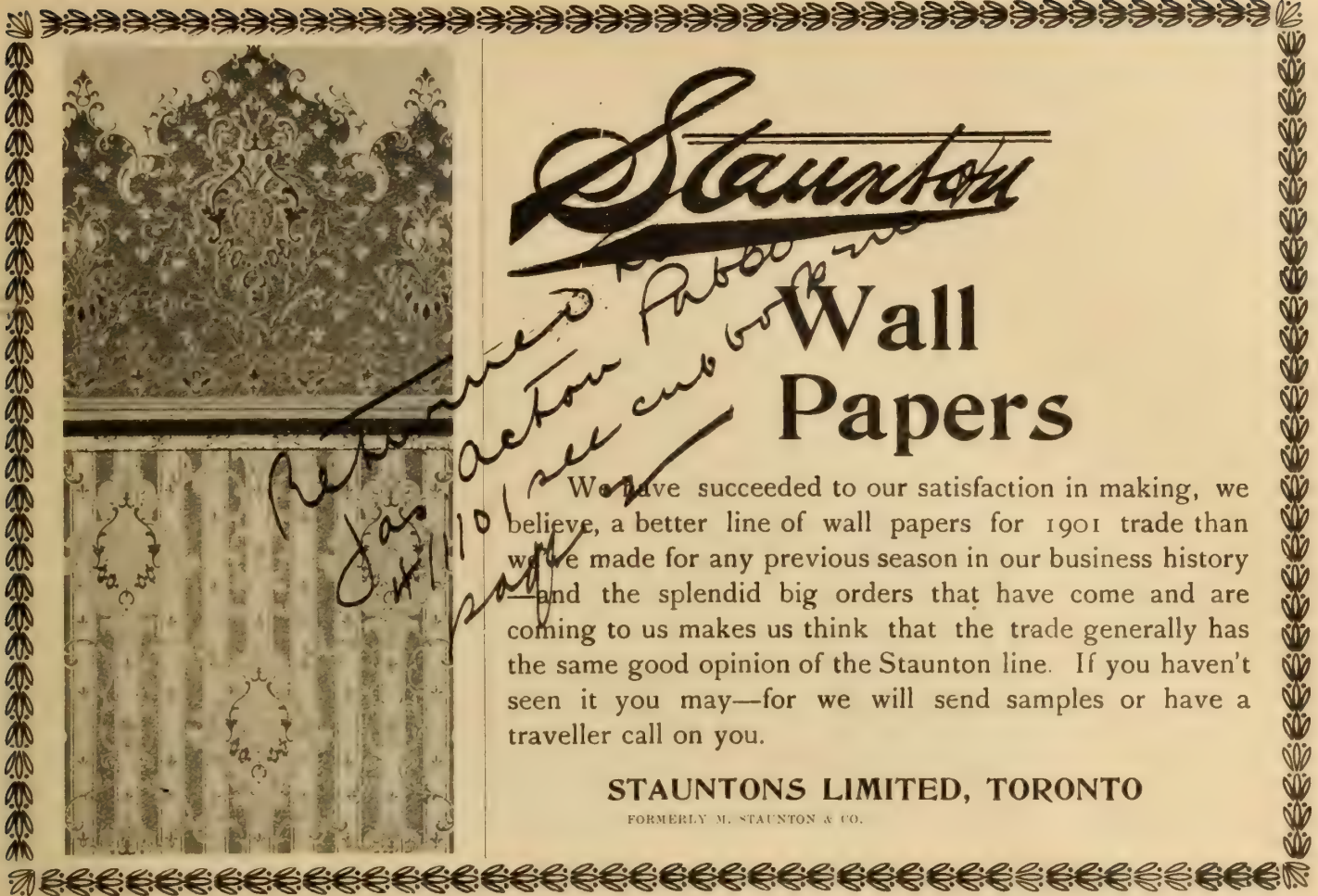
STATIONERY AND FANCY GOODS business for sale, one of the best businesses outside Winnipeg. In the market only owing to ill-health; with good premises, clean stock and steady trade. It is a rare chance for a man well up in this business to secure a good thing. Price, about \$5,000, part cash. CONSOLIDATED STATIONERY CO., Winnipeg. (12)

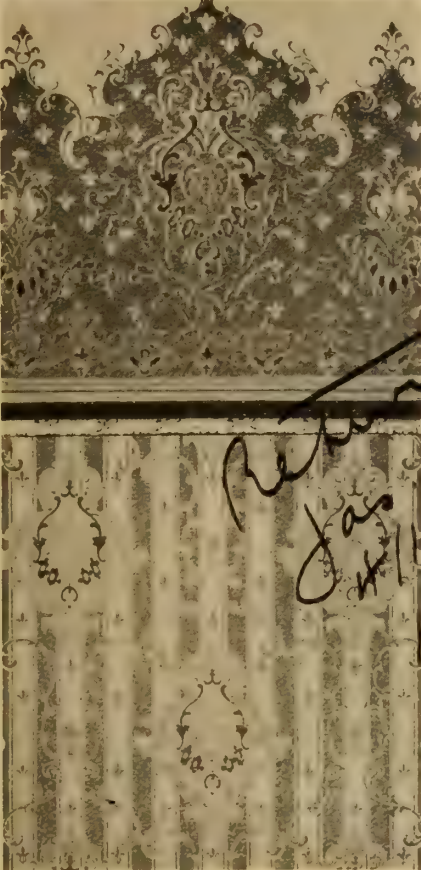
TURKISH STEEL PEN CO.,



Graded for all kinds of Writing.

Sole Agents: Warwick Bros. & Rutter
TORONTO





Staunton

Wall Papers

We have succeeded to our satisfaction in making, we believe, a better line of wall papers for 1901 trade than we have made for any previous season in our business history—and the splendid big orders that have come and are coming to us makes us think that the trade generally has the same good opinion of the Staunton line. If you haven't seen it you may—for we will send samples or have a traveller call on you.

STAUNTONS LIMITED, TORONTO
FORMERLY M. STAUNTON & CO.

Returned to Faber
 action see our book
 Jas H 110
 20/11

Canadian-Flower Cards.

Souvenirs for friends in other countries
 Our own Canadian wild flowers pressed,
 and retaining their beautiful tints.
 Tastefully mounted on seasonable motto
 cards. In pleasing variety of styles.
80 CENTS PER DOZEN

THE COPP, CLARK CO.,
 TORONTO *Limited*

WESTERN

Incorporated
1851.

ASSURANCE COMPANY

Fire and Marine

Capital, subscribed	\$2,000,000.00
Capital - - -	1,000,000.00
Assets, over - -	2,340,000.00
Annual Income -	2,290,000.00

Head Office: TORONTO, ONT.

Hon. Geo. A. Cox, President. J. J. Kenny, Vice-President
 C. C. Foster, Secretary.

Alex. Pirie & Sons

LIMITED

Mills—Aberdeen, Scotland.

Warehouses—London, Dublin, Glasgow,
 Paris and New York.

Agencies in all the principal cities of the world.

Manufacturers of the very finest grades of

Writing, Bond, Ledger,
 Printing and Blotting Papers,
 Envelopes, Cards and
 Correspondence Stationery.

Also Gummed and Coated Papers.

Stocks kept by all first-class stationery houses.

Notice of Removal. We expect to move to our new premises

NO. 77 YORK STREET,
 (immediately south of the Rossin House) about December 15th. During removal, business will be continued without interruption.

TELEPHONE 91.

Wilson, Munroe & Cassidy, Manufacturing Bookbinders.

WM. BARBER & BROS.

Paper Makers,
 GEORGETOWN, - ONTARIO
 BOOK, NEWS AND COLORED PAPERS.
 JOHN R. BARBER.

PAYSON'S INDELIBLE INK



Trade supplied by all Leading Wholesale Drug Houses in the Dominion.
 Received Highest Award Medal and Diploma at Centennial, Philadelphia, 1876; World's Fair, Chicago, 1893 and Province of Quebec Exposition, Montreal, 1897.

FANCY GOODS AND STATIONERY.

OAK LEAF DECORATIONS. For holiday decorations are now on the market, are a decided novelty, and well worth looking into. These garlands are made in stiff paper and cut to resemble oak leaves. When not in use they will lie flat, taking up almost no room, and, when wanted, may be expanded into wreaths, which for decorative purposes are just what is required.

A PASTELESS SCRAPBOOK. A scrapbook is now being shown in which, instead of paste, there are three pockets of tough manila paper running across the page, each about the width of a newspaper clipping. The subjects filed in each pocket may be written on the outside and indexed so that any clipping may be found immediately. It retails for 25c.

NEW TELEPHONE SLATE. A new telephone silicate slate has been placed on the American market which stationers would do well to place in stock. It has three pages for telephone customers, indexed; a 1901 calendar and a space for making memoranda or recording orders received over the 'phone. Pencil marks are erased by a dampened cloth, and the ivory surface will last for an indefinite period. The retail price is 50c. each.

NEW MARKING STAMP. An improved rubber marking stamp is now out, consisting of a number of small stamps attached to the exterior of a rubber sleeve to fit on the finger. This will be found convenient by anyone doing the same class of work for some time, as it permits of both hands being used, thus saving time in stopping to pick up the stamp each time and adjust it right side up. The lettering may be either molded on when the sleeve is made or attached, as ordered by the buyer.

TRAVELING WRITING DESKS. An improvement on the old portfolio and knee desk is the traveling writing cabinet. It is in the form of a square leather-covered case, and, when placed on a table, one of

the broadest sides folds down like the leaf of a desk. On opening this side the whole contents of the cabinet are brought into view, and show a complete correspondence equipment stowed in the smallest possible space. Another and larger kind can be converted into a small table, the legs, when not in use, folding up like those of a camp stool. It may be detached from the legs altogether if necessary, and made fast to the wall.

HOLIDAY NOVELTIES. Among the numerous novelties shown for the Christmas trade none are more popular or more seasonable than the handsome Union Jack garlands shown in Copp, Clark Co.'s. These are made of tissue, in red, white and blue colors, each color running about a foot along the garland and being divided from the others by a small flag. For decorative purposes nothing has been yet shown to surpass it, and its sale has been very large. The price is \$2 25 per dozen. Other lines are shown at 40c., 70c., \$1.25, \$1.50, \$1.80 and \$2 per dozen. Tissue flags, Union Jack, Dominion flag and Tricolor, are also shown at \$4 50, \$6 00 and \$7 50 per 1,000. These are very desirable for twining with evergreens.

Three new lines of writing pads, the "Sterling," "Colchester" and "Ingleside," are now out, ruled paper, colors cream and white, with neatly designed covers. The Canadian flower cards, mentioned last month, are experiencing an immense sale. The well-known Davidson Bros.' birthday cards are handled exclusively by Copp, Clark & Co. They are a very fine line in many and varied designs.

NEW GAMES. Two new games are shown in Copp, Clark Co.'s, which will doubtless be popular for Christmas. One of these, the game of Canadian Authors, contains half-tone engravings of 13 of Canada's best known literary men and women, among them being Gilbert Parker, Dr. G. R. Parkin, Sir J. G. Bourinot, Professor Goldwin Smith, Robert Barr, Charles G. D. Roberts and Mrs. Traill. Another Canadian game is called the Maple Leaf. It consists of cards, with questions and answers printed on them, relating to events in Canadian history from the earliest times, as, for instance, the date of the first newspaper in Canada, the first

street railway, etc., making not only an interesting but very instructive game.

A NOTE ON ENVELOPES. Intelligent buyers know that there are two things which never go together, "the best goods and the lowest prices." The Barber & Ellis envelopes, like any other line of goods, made from full-weight, highest-grade stock, by skilled labor, are better and cheaper than any "just as good" envelopes that may be offered.

THE CALENDAR TRADE. Geo. C. Whitney's calendars are handled exclusively in Canada by Copp, Clark Co. They are showing some very handsome samples in new designs at easy prices. Many different shapes are shown, flat, raised and hanging drop-cards. The prices range from 75c. to \$7.00 per 100; in lace, 80c. per gross to \$3 60 per dozen. Hills' Empire series of Easter cards are also shown here. The Empire Christmas cards are selling better than anything else. They have a line of glazed china and bisque Easter eggs at 45c. to \$2.00 per dozen, in all kinds of designs, each mounted on a neat card-board stand.

STATIONERY LINES. The different lines of pens, pencils, etc., carried by Copp, Clark Co. will interest stationers. A box containing one dozen gold pens and assorted penholders, usually carried by jewelers, are very suitable for the stationery business. The birthday stone pencil holder is another novelty that will find favor in the trade. They are of sterling silver, the heads set in twelve different jewels, one for each month in the year. A dozen are sent on each card. They sell for \$10.80 per doz. Sterling silver programme pencils are offered at \$2.75 per doz. Drop knives in sterling silver are also shown, and three lines of sterling silver penholders, in handsome designs, at \$5 40 per doz.

LEATHER GOODS. Leather goods are always in demand for the Christmas trade. For gentlemen's Christmas presents a number of things may be found exhibited in Brown Bros' warehouse, among which may be mentioned cigar and cigarette cases, in real alligator, seal, morocco and Russian; pocketbooks for bills; card cases, with or without cards; letter cases; toilet cases, and pocketbooks for bills and coin. This last is a great favorite with many, and is really a useful article. The bills are folded on one side, and a coin pocket is on the opposite side. It is only about three inches square and very thin. It is actually two purses in one.

Live Lines for Christmas Customers.

EASEL NEST BOX.

Containing One Dozen Gold Pens and assorted Pearl Holders, in Plush Lined Box.



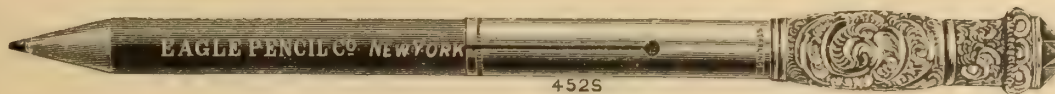
Assortment A: 1 doz. No. 1. 10 Carat Gold Pens and Pearl Holders, assorted . . . Price, \$10.80.

Assortment B: 1/3 doz. each, Nos. 1, 2 and 3, 10 Carat Gold Pens and Pearl Holders, assorted, \$12.00.

Assortment C: 1/3 doz. each, Nos. 1, 2, and 3, 10 Carat Gold Pens and Silver Mounted Ebony Holders. \$12.00.

N.B.—We give a Silk-Plush Jewellers' Display-Tray with each of above assortments.

ACTUAL SIZE OF CASE 9 1/4 IN. WIDE 8 IN. HIGH



No. 452S. Sterling Silver Pencil Protector, Jewelled Top.

Assortment contains complete set of Birth Stones, one for each month in the year.

1 doz. No. 452S, complete on card Per doz. \$10.80.

Sterling Silver Automatic Pencils.



469S Patented

No. 469S, size larger. \$1.10 each.
No. 468S 1.35 each.

Drop Knives and Nail Files.



464S Patented

No. 464S. Per doz. \$10.80.
No. 461S, cable design. Per doz. 8.00.
No. 462S, engraved design. Per doz. 12.00.

Write for Catalogue giving full description (with illustrated cuts) of

The Eagle Pencil Co.'s

Sterling Silver Pencils
Sterling Silver, Ebony and Pearl
Holders
Drop Knives and Nail Files

Gold Pens
Gold and Pearl Pencils
Gold and Silver Toothpicks
Silver Program Pencils

Rubber Tip Pencil Protector
Ten and Fourteen Carat Gold Pen Nibs
Fountain Pens, Sterling Silver, Pearl
and Gold

Sole
Agents in
Canada :

The Copp, Clark Company, Limited, Toronto.

FANCY GOODS AND STATIONERY—Continued
Writing portfolios, containing blotting paper, pockets for envelopes and note-paper, etc., are in great demand. These are in morocco and seal grain, real morocco and seal, Texas steer and khaki, ranging from \$9 per dozen to \$12 each. Silver initial letters are supplied, if desired. An immense variety of purses are shown in all leathers to retail from 25c. up to \$7, in real alligator, morocco, crushed morocco, seal-skin, monkey skin, sea lion and walrus. Ladies' finger purses are the latest and most popular novelty at present. Music rolls in all fashionable leathers may be had at \$4 and upwards.

FOR PRESENTS. Among the fancy goods shown for the Christmas trade, none are in greater favor than the oxidized jet black and gold and jewel-finished photo frames. Brown Bros. are showing them in all sizes, from miniatures to cabinets. They are doing a good business in fancy calendars. These are mostly small calendars, the cardboard being a dark grey color, with an attractive photo engraving neatly attached. They are showing a handsome line of French goods, just out, containing many novelties that will be useful to the trade. Among the more expensive goods should be noticed a line of ink bottles covered with 18-karat gold plate, and small mirrors framed with the same material. Double or single celluloid photo frames are shown, the outside or covers being beautifully printed in colors. These have been going very well for the Christmas trade. Brown Bros.' stock of stationery includes some very fine lines in Moorish, Assyrian, Egyptian and Turkish papeteries.

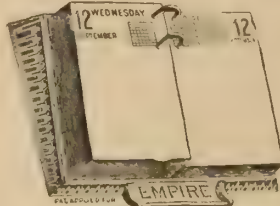
SEASONABLE LINES IN STATIONERY.

Warwick Bros. & Rutter have just opened up a shipment of desk calendars for 1901. Perhaps the most popular line in these goods is the Handy, a cut of which is



Handy Date Calendar.
Warwick Bros. & Rutter.

shown below. The Empire is also a very salable line and is carried in stock in two qualities. The No. 3 is made with the nickel-plated base, and the No. 5 with the black enameled base, to retail at \$1. The pads will also be supplied separate to refill stands with the calendar for 1901. Desk calendars have become a staple line with the stationers



Empire Date Calendar.
Warwick Bros. & Rutter.

and they would do well to order stock for the new year early, as late orders for these lines frequently cannot be filled.

Another line which is meeting with a ready sale with the stationer is fancy poker chips. This house are showing a series of new designs in these goods, among others the "Prince of Wales' Feathers," "The



Bicycle Girl Chip
Warwick Bros. & Rutter.



Prince of Wales' Chip.
Warwick Bros. & Rutter.



Texas Steer Chip.
Warwick Bros. & Rutter.

Bicycle Girl," "The Texas Steer," etc. These are all made in the usual size chip, and design is not only carved into the chip, but is also inlaid in different colors, giving a very handsome effect. Several of the designs are shown herewith.

TALLY CARDS. Warwick Bros. & Rutter are showing this season a series of tally cards for evening parties that are not only appropriate in their design, but also the most beautifully executed work in this line yet offered to the trade, and indeed at the price they are sold a record for this class of work has been established by this firm that will be difficult to surpass. The series consists of six designs, under the following titles: Empire, Card Hand, Ensign, Maple Leaf, Golf and Minuet. The Empire design shows our national flags crossed and draped, surmounted by the coat-of-arms of Canada, and is printed and embossed in three colors. The series is offered to the trade at 80c. per hundred, and sample cards are supplied for the dealer's convenience.

The Imperial Club playing card is again

far outselling any other card with this house. A number of new designs are shown this year, making the assortment of backs in this card all that could be desired. The new "Empire" back is a most appropriate design, and should meet with an exceedingly large sale. Samples will be mailed on application.

NEW ERASER. Warwick Bros. & Rutter have also just received a shipment of a new pencil rubber called the "Cleanfast." It is made on the principle



Cleanfast Eraser.
Warwick Bros. & Rutter.

of the "Multiplex," a stock of which is also carried, and comes in four sizes, 12's, 20's, 30's and 40's, and retails at popular prices. For banks, offices and general use this rubber cannot be surpassed, and, owing to

the low price, it should be stocked by every stationer.

KINDERGARTEN SONG BOOK.

The fourth edition of the "Bouquet of Kindergarten and Primary Songs" has recently been published by Selby & Co., Toronto. It is bound in a strong paper cover, and both letterpress and score are printed clearly, so as to be easily read. Besides the ordinary class of kindergarten and primary songs, it contains a number of patriotic songs, trios and quartettes. A list of gestures is given along with most of the songs. In addition to songs there are recitations and readings for children, making it a book that will be much appreciated by all interested in Kindergarten work. With paper cover, the price is 75c.; cloth, \$1.

The success of the well-known Toronto manufacturing bookbinders, Wilson, Munroe & Cassidy, has resulted in the necessity for their having larger premises. Accordingly, they are now moving to the new building on York street, where they will be fully installed by January 1. During the removal, business will be continued without interruption.

WE PRIDE OURSELVES

Upon Manufacturing
and selling
the Newest and
Best Value in

ACCOUNT BOOKS

All Descriptions and Sizes.

Most Perfect in Quality,
Most Complete in Variety,
Unsurpassed in real Value,

SPECIAL LINES IN

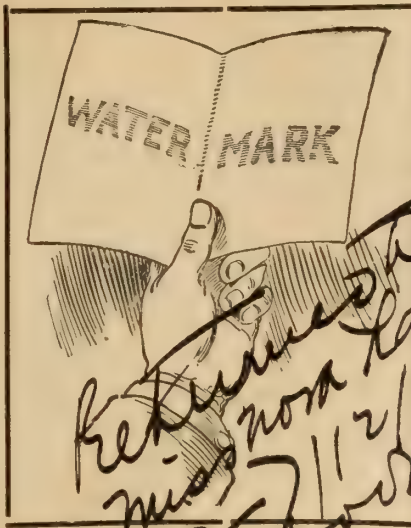
Memorandum Books
Pocket Books
Copying Books

OTHER DEPARTMENTS,

Stationery
Paper (every kind)
Office Supplies
Leather Goods
Crepe Tissue
Fountain Pens.

We aim to have the most Complete
Stationery House in the Dominion.

THE BROWN BROS. LIMITED
51-53 Wellington St., W.,
TORONTO.



Tells an Honest Tale

does the water mark on our Bond Papers—means that they are honestly made of the best materials, and give satisfaction to both dealer and purchaser.

"Regal Bond"

AND

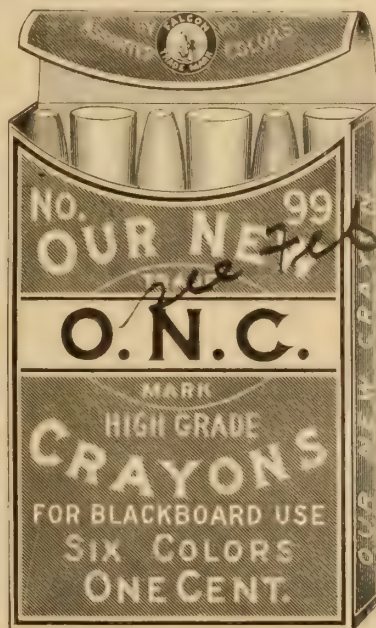
"Hercules Bond"

(REGISTERED TRADE MARK)

Envelopes to match—manufactured only by us. We can help you to develop trade. Write for particulars.

THE BARBER & ELLIS CO., Limited, TORONTO

FOR SCHOOL CRAYONS



Write the Best and Finest

Manufacturers in the United States

The inserted cuts represent two of our

Best Sellers

The **NO. 76** represents a set containing 12 wax crayons with patent wood holder. This set is very desirable. To retail at jobbing prices.

NO. 99 is a box containing 6 assorted colors chalk crayons of the very best quality. You make no mistake in ordering this set, for it is A No. 1.



Samples and Prices upon Application. Manufactured for the Jobbing Trade Only.

The STANDARD CRAYON CO.

509-517 Eastern Avenue, Lynn, Mass., U.S.A.

CANADIAN ADVERTISING is best done by THE E. DESBARATS ADVERTISING AGENCY, MONTREAL.

ADVERTISING in WESTERN CANADA

will be Carefully, Efficiently, and promptly attended to by

The Roberts Advertising Agency, WINNIPEG, CANADA.

NEW MUSIC

A FRANGES. - March, by P. Mario Costa. The latest European success, played, whistled and sung all over Europe.

COONTOWN REVELS.—By Chas. E. Musgrave. A splendid Two-Step.

Anglo-Canadian Music Publishers' Association
"ASHDOWN'S" Limited

88 Yonge St., Toronto.

NEW CANADIAN COPYRIGHTS

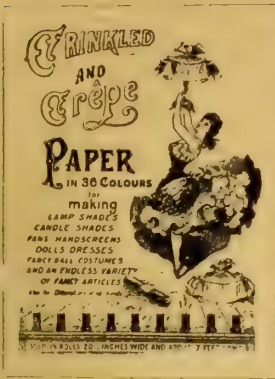
Registered at Ottawa between November 1
and December 1, 1900.

** This list is compiled monthly for THE BOOKSELLER AND STATIONER, and, under the new Copyright Act, it is an imperative necessity for the dealer in books to keep it on file.

11723. *The Flag We Have Learned to Love.* Patriotic song. Words by H. Drummond Hastings. Music by Otto Zimmerman. H. Drummond Hastings, Montreal.
11724. *Dr. North and His Friends.* By S. Weir Mitchell, M.D. Copp, Clark Co., Toronto.
11725. *Supplement to the Ontario Law Index. 1867-1895.* By Harris H. Bligh, Q.C., Ottawa.
11726. *The Lane That Had No Turning.* By Gilbert Parker. Morang & Co., Toronto.
11727. *The Bell of Atri; and other Poems.* By Henry Wadsworth Longfellow. *And How the Leaves Came Down.* By Sarah C. Woolsey. Morang & Co., Toronto.
11729. *Mooswa and Others of the Boundaries.* By W. A. Fraser. William Briggs, Toronto.
11730. *On the Making of Printed Books.* Warwick Brothers & Rutter, Toronto.
11732. *Hugh Wynne, Free Quaker.* By S. Weir Mitchell, M.D. Copp, Clark Co., Toronto.
11733. *Guerison du Frere Methelme.* Photographie du tableau. Joseph Amedee Dumas, Montreal.
11734. *Classics for Canadian Children: Fairy Tales and Fables, No. 1.* A. & W. MacKinlay, Halifax.
11735. *The Children's Hour.* By Henry Wadsworth Longfellow. Morang & Co., Toronto.
11736. *Abrege d'Histoire du Canada.* Par F. X. Toussaint. F. X. Toussaint et Philippe Masson, Quebec.
11737. *Petit Abrege de Geographie Moderne.* Par F. X. Toussaint. F. X. Toussaint et Philippe Masson, Quebec.
11738. *Life in the Philippine Islands during the Spanish-American War.* Portfolio of stereoscopic views. O. B. Varner, Winnipeg.
11739. *The Canadian Contingents' March.* By Romeo Poisson, Arthbaskaville, Que.
11740. *A Hand Book for Teachers of Chemistry in Secondary Schools.* By J. A. Giffin, B.A., LL.B., St. Catharines, Ont.
11741. *Aids for Social Worship. Being Short Services of Prayer and Praise for the use of Christians.* Westminster Co., Toronto.
11742. *In the Whirl of Society.* Waltzes. By Theodore Brill. Harry H. Sparks, Toronto.
11743. *The Footsteps of a Throne.* By Max Pemberton. W. J. Gage & Co., Toronto.
11744. *Khaki Heroes' Welcome Home; or, The Nation's Pride.* Words and Music by R. L. Werry, Montreal.
11745. *Hand Book of Home Exercises.* By C. W. Badgley, Ottawa.
11746. *The House of Egremont.* By Mollie Elliott Seawell. Copp, Clark Co., Toronto.
11747. *The Stickit Minister's Wooing.* By S. R. Crockett. Morang & Co., Toronto.
11748. *Return of the Brave Canadians.* Waltzes. By Byron C. Tapley, St. John, N.B.
11749. *Memorial March. To the Brave Canadian Dead in South Africa.* By Ellen Vavasour Noel, Chatham, Ont.
11750. *Messiah's Second Advent. A Study in Eschatology.* By Calvin Goodspeed, D.D., LL.D., Toronto.
11752. *Men of Paardeberg.* By George Whitfield Grothe, Toronto.
11753. *How to Fit: Methode de Coupe.* Sœurs de la Congregation de Notre-Dame de Montreal, Montreal.
11754. *The Old Regime in Canada.* By Francis Parkman. Morang & Co., Toronto.
11755. *Le Diocese de Montreal a la Fin du Dixneuvieme Siecle.* Eusebe Senecal, Montreal.
11756. *L'Ecrin du Chanteur. Recueil de Romances, Chansons et Melodies.* J. G. Yon, Montreal.
11757. *The Queen's Defenders. March and Two Step.* By Charles E. Musgrave. Anglo-Canadian Music Publishers' Association, London, Eng.
11758. *The Hosts of the Lord.* By Flora Annie Steel. Copp, Clark Co., Toronto.
11759. *In the Palace of the King. A Love Story of Old Madrid.* By F. Marion Crawford. Copp, Clark Co., Toronto.
11760. *Lord Jim. A Tale of the Sea.* By Joseph Conrad. W. J. Gage & Co., Toronto.
11761. *The Canadian Law of Partnership.* By R. B. Henderson, B.A., and Peers Davidson, M.A. Snow Law Publishing Co., Montreal.
11762. *Map of the Sudbury Mining District. (Scale Two Miles to One Inch.)* J. Alfred Robert, Sudbury, Ont.
11763. *The Colored Major. Characteristic March and Two Step.* By S. R. Henry. Canadian-American Music Co., Toronto.
11765. *Waghorn's School and Local Improvement District Map of the Northwest Territories.* Bulman Brothers & Co., Winnipeg.
11766. *Latest Mining Map of Part of the Similkameen, British Columbia.* Frank Bailey, Fairview, B.C.
11767. *After the Cake Walk. March, two-step, polka, cake walk.* By Nathaniel Dett. Arranged by Lee Olean Smith. Whaley, Royce & Co., Toronto.
11768. *King Crap. Characteristic march, two-step, polka or cake walk.* By Lee Olean Smith. Whaley, Royce & Co., Toronto.
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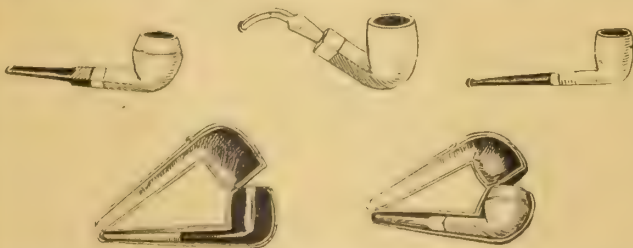
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